

## Sales and Customer Care Engineer

Qualification: Electrical Engineering background – Diploma, certificate or degree

Territory: Southern Africa, i.e. South Africa and neighbouring countries

Experience: 5 years in the electrical / industrial / mining sector

Characteristics: People's person, sincerity, integrity, honesty, outgoing, friendly, accommodating

Skills: PC (MS Outlook, Excel, Word, Powerpoint), Internet, social media

Salary: negotiable including a performance component

Leave: 20 working days per annum, additional 5 working days per annum after five years' service with company

Perks: Car allowance, cell phone, data package

Base: Cape Town or Johannesburg. Hout Bay is preferred

Nights away from home: up to 90 nights per annum, 7.5 nights per month on average, i.e. 40%.

Main responsibilities:

- Visiting all main customers (Eskom Generation, Transmission and Distribution, large municipalities, large industrial plants and mines, OEMs) in person at least once a year.
- Conducting basic sales presentations and demonstrations
- Contacting and interacting with customers in person, by phone or email
- Following up on sales calls, product demonstrations, quotations presented, equipment delivered.
- Participate at Sales and Marketing events, i.e. seminars, SA User Conference, exhibitions & conferences