

Technical Sales Representatives

We are seeking two highly motivated, and results-driven Technical Sales Representatives to join our team in the Northern Suburbs of Cape Town. The ideal candidates will have a background in the irrigation or water supply industry with a strong technical understanding of water supply systems and pumps.

Requirements:

- 5+ years' experience in technical or sales.
- Strong communication and negotiation skills.
- Ability to work independently and as part of a team.
- Experience in selling to both new clients and existing dealer networks.
- Knowledge of irrigation systems and design, electrical controls such as VFDs and 3 phase motors, water supply systems and pumps.
- Willing to regularly travel in the EMEA region.

Minimum qualifications:

- Matric

Qualifications beneficial, but not required:

- Sabi Irrigation Design Course
- N6 Certificate
- National Diploma
- Advance National Diploma (BTech)
- Additional qualifications will also be taken into consideration.

Responsibilities:

- Collaborate with customers to understand their technical requirements and business challenges.
- Prepare and deliver accurate and timely price quotations for products and services based on customer requirements and specifications.
- Implementation of strategies to maximize sales opportunities and generate revenue through our dealer network.
- Maintain a deep understanding of our products, including technical specifications, functionalities, and applications.
- Provide pre-sales and post-sales support to customers, including answering technical questions, resolving issues, and ensuring customer satisfaction.
- Build and maintain strong relationships with customers to drive repeat business and generate referrals.
- Stay updated on industry trends, competitor activities, and market developments to identify new business opportunities.
- Work closely with internal teams, including engineering, marketing, and customer support, to ensure seamless execution of sales strategies and deliver exceptional customer experiences.
- Coordinate training sessions and workshops for dealers, either in person or through virtual platforms.

Above market related salary (depending on experience) with an additional lucrative sales commission package.

We are a rapidly expanding global company that provides employees with opportunities for professional growth and development. If you see yourself thriving in this role, please submit your CV to sulet.strydom@watertronics.com. Applications close on Monday, 1 April 2023. Should you not hear from us within 2 weeks after the close date, please consider your application unsuccessful.