

Product Specialist / Engineer

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

About us:

Watertronics is a leading manufacturer of custom pumping solutions for various industries, including Golf, Landscape, Municipal, and Agriculture. Our products range from single-pump self-enclosed landscape pumping systems to large-capacity systems for water districts, resorts, and farming operations. We have also expanded our capabilities in water treatment, filtration, and rainwater harvesting, offering the most advanced control software solutions and web-based telemetry for remote system monitoring and control. With state-of-the-art facilities and a global network of factory-trained technicians, we are committed to providing reliable pumping systems and total water management solutions.

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, water supply systems and pumps.
- Familiar with electrical controls such as VFDs and 3 phase motors.
- Willing to regularly travel in the EMEA region.

Minimum qualifications & experience:

- N6 Certificate Engineering
- National Diploma Engineering

Qualifications beneficial, but not required:

- Sabi Irrigation Design Course
- Advance National Diploma (BTech)
- Bachelor of Science Degree (BSc)
- 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.
- Travel internationally to drive new sales opportunities.
- Use CRM system to track sales opportunities.
- Setting up budgets and projections for marketing & sales.

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

If you see yourself thriving in this role, please submit your CV to sulet.strydom@watertronics.com. Applications close on 31 January 2025. Should you not hear from us within 2 weeks after the close date, please consider your application unsuccessful.

