

## Sales Engineer

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Full-time, Knoxfield VIC

At Ecotech, we believe together, we create solutions that shape the future. We do this by working with our customers to provide bespoke solutions by designing, manufacturing, operating and supplying sophisticated monitoring equipment. [www.ecotech.com](http://www.ecotech.com)

We have an exciting opportunity for an experienced **Sales Engineer** to join our domestic sales team. This role is based in Knoxfield, VIC and local regional/interstate travel forms part of the role. Reporting to the Southern Branch Manager, the role is varied and covers a range of responsibilities including:

- Selling and promoting Ecotech's monitoring instrumentation, systems and services into Southern Branch which includes Victoria, South Australia, Tasmania and New Zealand.
- Identifying opportunities through new business development and manage existing accounts
- Preparing of proposals and submitting of tenders
- Responding to reactive sales enquiries
- Developing product knowledge through company literature and other independent sources of technical information
- Attending conferences, visiting customers and performing training seminars
- Producing high quality quotes and follow ups while maintaining our CRM system (Salesforce)
- Account management with regular client contact understanding their needs and pain points
- Scheduling appointments and preparing thorough meeting notes
- Sales analysis and reporting

Essential to your success will be your:

- Proven experience in a Sales Engineer or business development role in a B2B environment
- Experience selling scientific instrumentation or complex systems
- Ability to build solid, long term customer relationships
- Sound understanding of engineering or scientific instruments
- Experience in selling technical products and services
- Experience making cold calls/visits to generate new business opportunities
- Ability to work autonomously in a fluid working environment
- Energy and drive as well as being a team player who relates well with all stakeholder levels
- Excellent communication, planning and organisation skills

When looking for new people to join our team, we look for people who share our values, who are like minded, courageous and passionate about their work. Your enthusiasm and proactive approach will help you to achieve growth targets. If you're eager, hungry and have a customer-oriented mindset then this role is for you.

This is an outstanding opportunity for an experienced Sales Engineer to make a real impact. If you have the relevant qualifications and experience, please submit your resume and covering letter outlining your skills, experience relevant to this role and what sets you apart to [hari.gomatam@ecotech.com](mailto:hari.gomatam@ecotech.com)

Ecotech is an Equal Opportunity Employer

Closing date: 31 July 2019