**Sales Engineer - Bay of Plenty**

South Pacific Industrial Mount Maunganui, North Island

Full time

SPIIND provides complete turnkey project services, including design, light to heavy fabrication & manufacturing, supply of site maintenance personnel (mechanical, instrumentation and electrical) and Project Management personnel.

We service a wide range of industries across New Zealand, including chemical, construction, dairy, electricity (generation & distribution), general engineering, marine, mining, oil & gas.

As the **Sales Engineer**you will be tasked with the development of new business opportunities for the company within the greater Bay of Plenty region.  Based at our Mount Maunganui branch and reporting to the Branch Operations Manager, this role will see you travelling extensively throughout this region, working closely with an existing client base whilst proactively sourcing new business opportunities.

Your responsibilities will include but are not limited to:

* Effectively building and managing business relationships
* Ability to identify new opportunities in the market
* Confident presentation of value propositions to new and existing clients
* Responding to technical service enquiries, preparing quotes and closing deals
* Involvement with KPI management and achievement
* Compilation and presentation of sales reports
* Maintenance of online customer database, call schedules and actions.

Ideally as the candidate you will be:

* A highly motivated self-starter
* Results driven – able to work both autonomously and with the team to achieve desired business goals
* Able to provide a sound technical knowledge in the Mechanical services field (with an appreciation for the Electrical trades)
* Ambitious attitude with confidence and ability to close the deal

You will be rewarded with a competitive remuneration package, including a base salary, company vehicle, laptop, mobile phone.