**Sales Engineer - Mechanical and Engineering Solutions**

salt - Palmerston North, North Island

Full time

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**Client**

Where to start with this client… Over 140 years young! The same year Heineken was created, Jesse James ran wild and some chap named Ulysses S. Grant was the Commander and Chief of the U.S. was also the year this group was born. Global reach, spans more than 180 markets with sales operations in more than 90 countries and over 40,000 employees with production in more than 20 countries. I don’t think career progression, opportunity for development and learning or time spent on educating the market about this group will be a problem.

**Role**

This opportunity will see you representing the company, their products and services in an assortment of ways as the Key contact for the Palmerston North and surrounding regions:

* Palmerston North and whole of Manawatu - Whanganui, Kapiti etc
* Offer expert advice and solutions with the backing of your support team which includes a technical internal sales support, CSR’s and admin plus the leadership team and technical support for applications, fitting, maintaining and / or general mechanical knowledge required
* Plan, pitch and deliver the company product range and effectively follow up with your prospect and client base in a professional and timely manner
* Build market share, create hype around the company and products, be a brand ambassador, connect, collaborate and network with your stakeholders, recognise and analyse competitor trends and movement and in general, have your finger on the industry pulse

**A bit about you**

We are seeking a well-qualified professional to join the team and represent the company in the Palmerston North and surrounding regions. Ideals are:

* Commercial nous, technical / mechanical aptitude, grit and determination and attractive personality
* Great communications to go with that personality
* An understanding of the way business is done in those regions
* Inquisitive by nature - attitude, the type who asks the right questions and then listens
* Exposure to one or more of their target sectors - marine, heavy industry, oil and gas, manufacturing, agriculture and dairy or alike
* Solution sales experience in a field sales role
* Able to report effectively on all activity relevant to the role and region

The head office is in Auckland so this role will be based in a home office. All products, tools and support required to run a home based office will be supplied. Due to the nature and size of the region we are open to where you are located.

The package consists of base salary in the vicinity of $75000 - $85000 plus late model vehicle (SUV), technology and tools and a company and personal bonus plan which is quite achievable.

I would like to speak with you today about this. Please apply and I’ll be in touch.

PLEASE NOTE - This is a new opportunity to the market and first time advertised.

Cheers

Brad Stewart

Practice Lead - Salt Recruitment

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