

KSB Australia Pty. Ltd



**Position Vacant
Sales Engineer – Standard Products
Bibra Lake – WA**

An exciting opportunity has arisen for a Sales Engineer to join our Western Australia Sales Team.

The position will service the WA region promoting our complete range of products within the Waste Water and Building Services market sectors. This role will provide complete account management for our customers.

Some of the duties and responsibilities of the position are:

- Maintaining and strengthening current relationships with our key customers
- Developing, promoting and implementing new growth strategies across all market sectors
- Providing complete customer account management
- Increase the market presence and profile of the branch and overall company
- Identify new project opportunities
- Forecast monthly sales activity and achievement of sales budget
- Be actively involved in the development of Waste Water and Building Services growth strategies
- Providing a quick response to both internal and external customers

To be successful in this role the following attributes are required:

- Previous experience within the pump industry
- Pump selection knowledge
- Tender / quote / bid preparation and submission knowledge
- Excellent presentation and negotiation skills at all levels from site supervisors to group presentations
- The ability to work unsupervised
- Strong work ethics and an understanding of corporate requirements and processes

The ideal applicant will have demonstrated sales experience in managing a sales budget within the waste water or building services markets and has an in-depth knowledge of industrial pumps and their applications. This role requires an individual with “a can do attitude” and a passion for success.

To indicate an expression of interest in this exciting role and be an integral part of KSB Australia growth, please send your details to our HR Manager – Dorel Strungaru via email at dorel.strungaru@ksb.com.au