

Sales and Business Development

PumpEng • Samson WA 6163



Base pay
\$0 - \$0



Work type
Full Time



Contract type
Not provided

Job details



Date posted
03 May 2021



Expired On
04 Jun 2021



Category
Sales



Occupation
New Business Development



Base pay
\$0 - \$0



Work type
Full Time



Job mode
Permanent

Full job description

PumpEng is an Australian owned and managed specialist manufacturer and supplier of patented submersible pumps to the underground and surface mining sector, as well as other industries that require dirty water management solutions. We have a great industry reputation, a growing national and global footprint and enjoy continued growth.

Our equipment is designed inhouse and engineered for the unique and demanding submersible pumping conditions found in Australia and across the world. Our focus is submersible pumps and technology, and we utilise our own manufacturing capability and specialist alliances to provide the best equipment in the market. We have offices in Perth and Kalgoorlie in WA and in Townsville, Qld. Further National and International expansion is underway.

The job

Our continued growth, and expansion into new markets, locally and abroad, has created an additional requirement for an astute and experienced salesperson to service our existing markets and develop new opportunities.

This opportunity will have you work across the entire lead development and sales lifecycle. It will require strategic initiative and leadership, coupled with a personal and hand-on approach with our clients.

Duties will include:

- Modelling, forecasting and providing strategic input into new business opportunity and markets.
- Sharing client sentiment and feedback to our R&D team.
- Provide deep client service, support and engagement.
- Applying structured, researched lead generation, contact and follow-up.
- Fostering and growing relationships and sales opportunity with existing clients.
- Developing strategies to ensure PumpEng's products remain client preferred.

- Adhere to smart reporting and financial management practices and systems.
- Maintain regular client visit cycles.
- Tactically and strategically contribute to management meetings.
- Provide support to other departments.
- Develop and contribute to marketing and branding initiatives.

About you

You will need to be genuinely inspired and interested in sales across a diverse client base intrastate and interstate. It is a hands-on position that will require you to create new opportunities and solidify and grow existing accounts.

We would like to hear from you if you have:

- Genuine equipment sales and account management experience.
- Deep knowledge of the mining and resources sector, or transferable experience.
- Enjoy travelling locally and intra-state with occasional trips interstate and overseas (in due course).
- Diligence in applying strategic sales practices and follow-up.
- Willingness and ability to adopt structured reporting practices
- An unwavering focus on being proactive and autonomous.
- Excellent, financial, verbal and written communication skills.

Importantly, you will need to enjoy working with people across diverse skill sets and backgrounds, who inspire success.

This is a great opportunity offering a solid foundation of achievement and growth in a business that is recognised for delivering quality Australian engineered world class equipment. We have a great team culture, work environment and value the contribution everyone makes.

We put safety, diversity, the team, and client satisfaction above all else.

PumpEng is an equal opportunity employer and we look forward to reviewing your CV and Cover Letter. Our recruitment application process will involve a behavioural survey and cognitive assessment. The preferred applicant will be required to satisfy a medical examination including a drug and alcohol test and undergo reference checks.

The PumpEng Team

careers@pumpeng.com.au

Note: Recruitment Agency assistance is not required.

To apply online, please click on the appropriate link below.