

QAD-0190 JOB DESCRIPTION

SALES ENGINEER

Reporting to: Regional Sales Manager or Director Marketing & Sales (As defined for each individual)

- 1) Deliver agreed sales outcomes in relation to Sales Targets and Customer Accounts. These maybe set by product and region.
- 2) Participate in setting sales targets and required outcomes, jointly with the Sales Manager/Director.
- 3) Support the running of computer-based systems, particularly in support of National Sales Management systems. Capture and input data for these systems.
- 4) Actively support corporate policies including Human Resource Management (HRM) and Quality (QA).
- 5) Other duties as directed.

Skills

- 1) Highly developed skills related to Technical Sales.
- 2) Highly developed skills related to Customer Liaison.
- 3) Highly developed skills in the Field of Electrical & Electronic Test & Measurement Equipment.
- 4) Proficient in the understanding and application of Business Systems.
- 5) Proficient in the understanding and use of Computer Applications such as Word Processing, Spreadsheets & Customer Relationship Managers.

Personal Characteristics of staff filling this Position

- 1) Maturity and independence.
- 2) Ability to deliver high sales targets.
- 3) Ability to set and meet deadlines.
- 4) Willingness to contribute positively to the culture of TRIO Smartcal Pty Ltd and to be a positive team member.