

TECHNICAL SALES REPRESENTATIVE

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Company: Motion Asia Pacific

Location: Australia

Category: other-general

09th April, 2024

As technical sales representative, you will be required to develop existing and new accounts, providing solutions, and creating proposals for suppliers/ clients related to technical and standard products.

We are looking for an individual with experience in the industrial engineering or Bearing and Power Transmission sector with a go getter attitude to hit the ground running.

Your day to day:

Develop strong and effective working relationships with internal and external business partners and clients,

Identify and implement strategies and improvement initiatives that enable CBC to grow to become a key supplier within Kalgoorlie.

Establish sales pipeline and customer visit schedule, while minimising excess travel time and maximise effective selling time.

Attend all industry related field days, expos', trade shows etc and follow up all sales leads.

Answer customers' questions about prices, availability and product uses.

Coordinate sales effort with marketing, sales management, accounting, logistics and

technical and customer service staff.

How do we support you?

Uniforms supplied feel like a team.

Unlimited access to webinars, training events and courses; we promote a culture of continuous learning and assisting you to reach your full potentials.

Recognition programs and incentives for your performance

Excellent work environment and team culture

Access to **attractive retail discounts** and earn cashback.

1 paid Volunteer Leave Day per calendar year

Parental leave top-up allowance

Employee Assistance Program with access to mental health and well-being support initiatives including confidential counselling services.

Who are we looking for?

Previous experience working with specialised industrial products **highly desirable**.

Extensive experience providing exceptional customer service to clients is essential.

Problem solving skills.

Computer literate with excellent working knowledge of MS office Suite

Highly developed communication and written skills are essential.

Team player with a can-do attitude.

Why us?

Motion is a leader in the distribution of Bearings and Power Transmission. We operate across Australia, New Zealand, Indonesia, and Singapore.

We are a Company who values relationships, therefore we need this role to always work to foster and maintain trusted relationships across all levels of our business and seek to support and add value to our store network, managers, and leaders.

Learn more at: <https://conbear.com.au/>

With 1700 staff members in Australia, we focus on continuous improvement and sustainable growth as our two main objectives. This is driven by our long-term investment in people, systems, process, and new growth opportunities for our people.

So, if you are interested in joining our group don't wait, apply now, and let us help you **empower** your career with us!

MOTION is an equal opportunity employer

You must be either an Australian Citizen or a holder of an Australian Permanent Residency Visa to be eligible to apply for this position.

Apply For Job

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