

MOVE UP INTO TECH SALES!

EXCITING CAREER OPPORTUNITY WITH YOUNG TECHNICAL TEAM.

WELLINGTON

Here is an opportunity to move up into a technical sales role with a locally owned but long established company. You will be selling to a specialised sector within the construction industry. You will get the chance to learn new technologies in surveying, civil contracting, engineering and construction sectors. The products include machine control, cable avoidance tools and civil contracting software/products. You will get the chance to learn about these technologies and become an expert in this area.

This is an opportunity to get into a technical sector, earn well, and to build a career. You must be excited to go and meet people, build relationships and provide services with our technology.

Ideally you will have some sales experience in some area related to technology, or services which we see as related to our industry. If you are not sure if your experience relates, then apply anyway, and let's have a look.

Your personality, attitude, work ethic and people skills will be the most important factor in your selection. You must have drive, courage and a real can-do attitude to go out and find sales opportunities for us.

We require strong numeracy and literacy skills as you will be working in a technical role and communication and reporting clearly will be essential.

We are not concerned with how long or short your CV is, or what industry you come from. You may be early in your career and looking for a chance to move up. If you feel you have the drive, ability, stable work record and will reference well as a good worker with a strong work ethic, please apply.

Key Responsibilities:

- Creating new sales opportunities
- Building and maintaining customer relationships
- Providing accurate reports on sales opportunities
- Close sales opportunities

To be successful in this role, you will be able to demonstrate:

- Strong leadership and communication skills
- Strong prospecting, networking, negotiation and closing skills with a diverse range of personalities
- A can-do attitude with practical aptitude
- Strong organisation and planning skills
- Strong decision making skills and initiative

This is an exciting role in a business that is growing rapidly. To the right person we offer a highly competitive remuneration package a positive working environment, along with training.

Please check out our website www.triginstruments.co.nz for more information about our company and products.

You must be personally available in Wellington for an interview. Applications will be kept in the strictest of confidence and will be acknowledged electronically.

Please send in a CV (must have an accompanying cover letter) to careers@triginstruments.co.nz