

BUSINESS DEVELOPMENT MANAGER

GPS – MACHINERY CONTROL - SURVEY - AERIAL MAPPING

WELLINGTON

Trig Instruments is an innovative New Zealand owned company, with over 44 years of sales and servicing experience. We are sole New Zealand agents for a number of surveying instruments and machine control technologies, including Surveying Instruments, Laser Levels, 3D Laser Scanning, Machine Control Systems, GPS and Unmanned Aerial Systems.

Trig Instruments operates in an exciting, rapidly changing industry and we're looking for an experienced, results driven Senior Sales Associate in Wellington to join our growing team.

Ideally you will have superior sales experience and reputation in a related industry, (survey, civil engineering, capital equipment sales, Leica, Trimble, Topcon), however most important is your ability to manage and drive business opportunities, superior interpersonal skills, the ability to form strong and trusted business relationships and your determination and passion for success.

This is a financially rewarding career opportunity for someone looking for a role which they can make their own and take pride in seeing the results of their vision and expertise.

Reporting to and working closely with the General Manager you will be responsible for direct sales relationships, meeting sales goals, product demonstration, market and trade association presentations and promotions. You will have a high level of energy, confidence and initiative with the attitude to thrive in a fast paced and progressive environment.

Key Responsibilities:

- Profitably growing total company turnover
- Developing and implementing sales plans
- New product demonstration and information dissemination
- Product presentations to various customer groups
- Managing key account relationships
- Providing strategic and management support to the General Manager

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

- Strong leadership and communication skills
- Strong prospecting, networking, negotiation and closing skills
- A can-do attitude with practical aptitude
- Strong organisation and planning skills
- The ability to develop strong relationships at all levels and with a diverse range of personalities
- 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