



## PR/117631 | Technical Sales Representative

### Job Information

**Recruiter**
[JAC Recruitment UK](#)
**Job ID**

1504135

**Industry**

Other (Manufacturing)

**Job Type**

Permanent Full-time

**Location**

Australia

**Salary**

Negotiable, based on experience

**Refreshed**

November 19th, 2024 10:39

### General Requirements

**Minimum Experience Level**

Over 3 years

**Career Level**

Mid Career

**Minimum English Level**

Business Level

**Minimum Japanese Level**

Business Level

**Minimum Education Level**

Associate Degree/Diploma

**Visa Status**

No permission to work in Japan required

### Job Description

**Job Title:** Technical Sales Representative  
**Location:** South-East of Melbourne, Australia

\*Domestic business trips; 1-2 times/month such as Sydney, Perth, Canberra, etc.

**Base Salary:** AUD 90-120K / year + Commission fee  
 + Car allowance AUD 1K/month

**Language:** Fluency in English

■Job Summary; Sales&Promotion (60%) / Technical (20%) / Marketing (20%)

Sales and Marketing Representative who works independently and proactively in a small organization. **Duties include sales and basic marketing, maintaining existing business, and cultivating new opportunities.** The employee works closely with and provides basic management of independent representative firms used by the company to supplement sales and marketing within the territory.

Establishes sales plan to meet objectives within the territory on a quarterly basis and creates a basic weekly action plan to achieve sales quotas. Employees contribute regional sales information and recommendations so these can be added to overall company strategic plans, resolve problems, identify trends, review competitive products, and participate in regional and national trade show events.

#### ■Future Career

There is an opportunity to have subordinates, build a team, and be potentially entrusted with Manager position.

#### ■Responsibilities

- The main responsibility is to **manage existing distributors in Australia and follow up to promote sales.**
- **Conduct sales of their security products to commercial facilities and financial institutions etc.**
- Participate in the development of digital marketing materials and support of product promotion through advertising, trade shows, and general public relations
- **1-2 times/month of Domestic business trips; 1-2 times/month such as Sydney, Perth, Canberra, etc.**
- Evaluate territory performance & identify and close target markets and new business opportunities
- Provide technical and other support
- Provide product feedback, growth estimates, new product needs & recommendations to corporate R&D
- Develop and implement a territory sales plan
- Maintain customer database
- Shipping and order entry upon necessary

#### ■Requirements

- Australian citizen or Valid working visa holder in Australia with no work restrictions
- **Able to have business trips 1-2 times/month nationwide such as Sydney, Perth, Canberra, etc.**
- **Able to commute to the office every day in South-East Melbourne** if you don't have appointments with the clients
- **Someone who fits one of the following criteria**
  1. Experience in Business-to-Business Sales with **Security devices such as Sensors, Alarms, Beams**
  2. Experience in Business-to-Business Sales with **manufacturing related products + Digital Marketing experiences**
- Ability to work independently
- Experience in technical solution-based selling along with management-level selling would be preferable
- Experience in selling to distribution marketplace and/or end-users would be preferable
- Studying at least basic subjects such as Basic Electric at University or Community college would be an advantage
- Proficiency with Microsoft Office software (Microsoft Office/Excel/PPP/Word)
- Sharp presentation skills with excellent verbal & written communication skills
- Ability to work in a multi-cultural, team-oriented environment in a small organization

#LI-JACUK #cityaustralia #countryaustralia

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Company Description