



PR/117800 | Technical Sales Manager

Job Information

Recruiter
[JAC Recruitment UK](#)
Job ID

1515389

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Australia

Salary

Negotiable, based on experience

Refreshed

January 28th, 2025 02:00

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 Manager
Location: South-East of Melbourne, Australia

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

Base Salary: AUD 90-130K / year (Depending on your experiences and skills*)
 + 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 build a team and have subordinates in the future depending on sales achievement.

■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

■Crucial 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
- **Experience in BtoB Sales with manufacturing-related products and handling distributor management is a must**
- **An individual who can proactively engage in sales activities, especially one who values face-to-face meetings with clients**
- Ability to work in a multi-cultural, team-oriented environment in a small organization
- Proficiency with Microsoft Office software (Microsoft Office/Excel/PPP/Word)

■Preferred Qualifications

- Able to read circuit diagrams or study basic subjects such as Basic Electric at University or Community college
- Experience in Sales with Security devices such as Sensors, Alarms, Beams
- An individual with an outstanding sales record
- Someone who aspires to build and manage a team in the future

- Experience in Digital Marketing experiences such as SNS management
- Sharp presentation skills with excellent verbal & written communication skills

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Company Description