

Job Advertisement

Automation Sales Engineer

Phoenix Contact is a global success story, a market leader and innovator in the field of electrical engineering. A manufacturer of products and solutions for all aspects of electrical engineering and automation with an annual turnover exceeding two billion Euros. Combine these aspects with an Australian business that is experiencing well above industry average growth and it's an exciting time to become a part of the team.

The Automation Sales Engineer is responsible for the development of new business and the expansion of existing business for all Phoenix Contact products within the Industrial Automation portfolio in accordance with the company's policies, budgets, and customer expectations. This position is also responsible for achieving customer satisfaction through the ongoing provision of customer service and technical advice/support and is expected to liaise with other sales staff within the business regarding both customer service issues and product management and marketing.

Responsibilities Include;

- To lead, manage & fully develop the sales for the Phoenix Contact Product range.
- Manage local Key Accounts that fall within a portfolio.
- Maintain a level of knowledge of the day-to-day market developments and accurately assess the opportunities available.
- Initiate action to take advantage of sound well researched opportunities.
- Plan, develop and implement strategies to penetrate Phoenix Contact products into accounts and potential accounts within your portfolio.
- Identify key decision makers within organisations and market Phoenix Contact products to them with the intent of having Phoenix Contact products specified for use.
- Develop and maintain relationships with key consultants and contractors.
- Actively promote a positive image of the Phoenix Contact business in all categories.
- Keep up to date with new produce releases and ensure that these are appropriately delivered to customers.

Knowledge and Skills Required;

- Proven successful record of field sales achievement.
- A background in technical sales & account management.
- A high level of written & oral communication, negotiation and selling skills.
- Results/Achievement orientation, Teamwork and co-operation.
- Time management, particularly the ability to prioritise.
- Interpersonal understanding, e.g. the ability to relate well to all types of people.
- Relationship building with customers, Sales presentation, Professional approach.
- Planning and organisational skills, Project management.
- Commercial awareness, Product knowledge and Customer Service orientation

If you have the experience and abilities listed above, are seeking to join a global industry leader with a reputation for growth, quality engineered products then this is the position for you. Please click apply or if you prefer to email your resume to <mailto:hr@phoenixcontact.com.au>