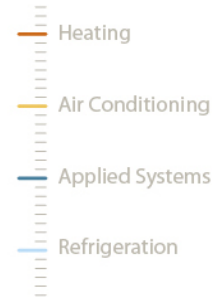




All Seasons
° CLIMATE COMFORT



SALES ENGINEER (JHB)

MAIN PURPOSE OF JOB

As a Sales Engineer, you will be responsible for the promotion of the Daikin air conditioning products to the consultants, architects and dealers. You will provide high level product and application training to the Daikin customer base and provide seminars towards the consultants and decision makers in the all market segments. Furthermore you will discuss with consultants and key accounts their specific projects. You will follow-up the results of the implementation of the product strategies and you will be the link between the market and the product development department.

You will also be expected to; ensure clients receive high quality sales response with detailed and accurate quotations, including availability, resulting from the generation of enquires, and ensure our customer base receives technical assistance and advice.

You will have to meet customers when necessary to ensure both application and level of service given by the company is accurate and meets their requirements. Liaising with other departments within the company on matters relating to the sales activity, and to provide a technical overview for the benefit of the company is also a requirement

REQUIREMENTS AND PROFILE

This function would be most suitable for a sales engineer with commercial aptitude. You are a team player, stimulated by new challenges, full of initiative, pro-active and always eager to grasp new opportunities. You should have excellent communication skills.

EDUCATION & EXPERIENCE

- Matric: Maths, Physics and English.
- Engineering degree/diploma would be an advantage
- Minimum of 3 years sales experience.
- Previous experience of direct customer liaison is a requirement of the job.
- Experience: Previous experience of working within a technical sales role would be advantageous as the role will require the successful candidate to develop a sound technical understanding of the Daikin products. A familiarity of the air conditioning industry would also be advantageous.

To apply for this position please forward your details to jobs@daikin.co.za

