

Sales Specialist

Position summary: Responsible for increasing market-share of complete product line in the local market.

ESSENTIAL DUTIES AND RESPONSIBILITIES include the following.

1. Prospect and visit Owners, Engineering Offices and Contractors in order to promote the Products/Systems for Industrial and building application projects in the territory.
2. Pursue and obtain the acceptance and specification of the Products/System by Owners, Engineering Companies and Contractors.
3. Ensure the promotion of the Products in the territory by means of seminars, training, technical literature and technical support.
4. Liaise with the local distributors and ensure the proper information flow is available and maintained.
5. Visit job sites and follow up of installation process by the contractor. Train the contractor's personnel in usage and installation if required.
6. Provide weekly reports on activities and marketing information in the territory.
7. Perform other duties assigned.

RESULT SCOPE

Market Budget Targets
Turnover on new products
Prime Specs Achieved (#)
Business with new and existing customers

EDUCATION and/or EXPERIENCE

- A University graduate, in an engineering related field or demonstrated sound technical knowledge through experience (preferred but not required)
- Familiarity with the piping business, or show the ability to quickly acquire the necessary knowledge and skills (preferred but not required)
- Is a self-starter
- Has strong communication skills and professional appearance
- Must be willing to reside in the respective territory, possess own vehicle

Equal Opportunity/Affirmative Action Employer

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