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| Roles & Responsibilities:**Sales Technician** | https://lh4.googleusercontent.com/VfzBfdHrIdLkLxn-ovApGut9H94hg3b101nds00gGqJqjiX3lIkn-yGsLz4CJclLsXbmt1Z3DoDMUfbsLRmIzDteafCuSsHJM_wgLSJDv9hFLJKhq-wJKGiJNknkYUg |
| ***VISION of BERG Engineering:*** ***“TO ALWAYS BE BETTER”***  |
| ***Critical Success Factors = Berg Core VALUES*****PERSISTENCE** – I believe there is always a way, I enjoy solving problems, I challenge the ‘impossible’, I focus on the task, and I always keep moving towards the goal.**ACCOUNTABILITY** – I own my actions, I do what I say and I challenge myself. I never say “that’s not my job”**HUMILITY** – I recognise that each individual matters, no one person is bigger than the team, I am open to feedback & powerful conversations. I invite candour and constructive feedback, as it helps growth. I admit our mistakes and am quick to learn from them.**EXCELLENCE** – My quality of work is my mark of success. I challenge if something does not look right. I do more than expected. I always do my best. I do everything I can to set the team up for success. I respect and appreciate that “Excellence is a Journey”. I find opportunities to help achieve growth.**RESPECT** – I listen to others, and consider other’s opinions. I aim to be judgment free, and consider the views & feelings of others. I look after the businesses equipment & resources. I value and respect the roles each person plays in the business. |
| ***WHERE THIS POSITION FITS WITHIN BERG ENGINEERING:*** Reports to: Business Development ManagerDirect Reports: None |
| ***HOW THIS POSITION CONTRIBUTES TO THE TEAM:*** ***By:**** Creating new customer accounts, sales, and RFQ’s with the technical services team

***Through:*** * Comply with Quality, Safety and Environmental requirements.
* Build relationships with key stakeholders and understand specific customer pain points, looking for solutions to assist them.
* Managing your accountabilities of annual sales budgets
* Participate in setting annual sales budgets and targets
* Leading tender compile, review, & submission
* Post-project delivery customer follow-ups
* Executing Leads generated by other sources (BD, Marketing, etc.)
* Position technical personnel where appropriate to provide credibility and assistance to the customer.
* Complete Customer Reports
* Prepare Sales Reports
* Monitor and manage customer profitability performance
* Maintain Salesforce database accuracy
* Participate in the continual improvement of the Quality, Safety and Environmental Management Systems by giving feedback on the organisation.
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| **MINIMUM REQUIREMENTS**  |
| ***Education:**** Trade certificate

‘or’ * Engineering related qualification
 | ***Experience:**** Experience in technical Sales/Engineering.
* Mining and processing sector
 |
| ***OPPORTUNITIES & POSSIBILITIES NOW AND MOVING FORWARD:**** JOB OPPORTUNITIES
* CAREER POSSIBILITIES
* LEADERSHIP
* STUDY
* TRAVEL

\*\*DRIVEN BY - TO ALWAYS BE BETTER\*\* |

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| EMPLOYEE NAME | SIGNATURE | DATE |
|  |  |  |
| SUPERVISOR NAME | SIGNATURE | DATE |