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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 Manager  Direct 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. | |
| **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 |
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| SUPERVISOR NAME | SIGNATURE | DATE |