**TECHNICAL SALESPERSON**

HydroTerra specialises in the supply of environmental monitoring technologies for the environmental sector focused on groundwater, surface water, soil, gas and air.  
  
These environmental monitoring technologies include:

* Automated real time sampling and sensor technologies (groundwater level, flow and quality, landfill gas, dust, noise, soil moisture, vibration, etc.)
* Telemetry Systems and Hosted Data Services

HydroTerra works closely with a variety of clients including landfill operators, councils, consultants, mining companies, property developers and water management authorities.

We are looking for a dynamic proven, Sales Representative for our Melbourne office. This full-time role would suit an experienced individual who is passionate about environmental technologies and the application of those to real life situations.

**The responsibilities of the role includes:**

* Meeting clients to increase product sales and promote our business;
* Undertaking long term follow up with clients building strong relationships and partnerships;
* Technical capability and an ability to develop application knowledge;
* Following the Company Sales Procedure;
* Meeting equipment quoting deadlines;
* Undertaking prospecting and follow up calls to meet targets;
* Ensuring you have the necessary product knowledge to quote our product offering;
* Preparation of responses to Public Tenders as part of a Team;
* Operating as Supplier Champion for a selection of suppliers;
* Identifying potential new products and suppliers that will enhance our offering;
* Providing marketing assistance, including newsletter articles and other activities;
* Provide support for the HydroTerra team identifying quality, environmental and safety risks associated with the activities undertaken.

**Qualifications:**

The successful applicant should have a minimum of 4 years Technical Sales experience, ideally in the environmental sector; be an Australian citizen, with a current Driver’s License and technical or environmental tertiary qualification.

**Personal Attributes:**

The person we are seeking will have the following attributes:

* Able to work both autonomously and within a team;
* Good attitude towards problem solving, proactive work ethic and solid communication skills;
* Efficient and thorough approach towards completing work tasks (takes pride in work);
* Can work in a fast-paced environment;
* Ability to follow direction, but also show initiative when required;
* Focus on continuous improvement in Operations;
* Must possess strong attention to detail;
* Honest and reliable;
* Basic Computer skills (Microsoft Office Suite, e.g. Outlook, Word and Excel).
* Familiar with a CRM package such as Odoo.
* Flexible and passionate

To apply, please submit your Resume to [sales@hydroterra.com.au](mailto:sales@hydroterra.com.au). Only short listed candidates will be contacted.