

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 environmental consultants, councils, landfill operators, 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 individual who is passionate about environmental technologies and supporting customers.

The responsibilities of the role include:

- Responding to customer requests in a professional, knowledgeable and friendly manner.
- 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.
- Responding to customers in a quick and efficient manner.
- Undertaking prospecting and follow up calls to meet targets.
- 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.

Qualifications:

The successful applicant should have some technical sales experience, ideally in the environmental sector; be an Australian citizen, with a current Drivers License and a relevant 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, strong work ethic and solid communication skills;
- Efficient and thorough approach towards completing work tasks (takes pride in work);
- Willingness to learn and share knowledge;
- Can work in a fast-paced environment;
- 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

Please ensure that you upload your CV and cover letter with your application. Only short-listed candidates will be contacted.