

# Technical Project and Sales Engineer

## JOB SUMMARY: Technical Project and Sales Engineer

The position requires responsible, Technical Sales, Project Liaising, and the complete execution of formulating technical proposals and quotes, based on specific application-related solutions.

You will work closely with the Sales and Project Manager.

### RESPONSIBILITIES:

#### *Project and Sales work – Working closely with the Sales and Project Manager*

- Assisting in managing new and old projects
- Interaction with clients to interpret their needs and requirements
- Responsible for complete proposals within a stipulated response time
- Costing of complete Turnkey Projects
- Liaising with contractors, attending site meetings and general Project Management
- Defining and designing complete system design specifications per application
- Perform overall project control (administration, consulting, quoting, planning) and report regularly on project status
- Ensure client satisfaction and that the application functions as specified
- Commitment to department backup functions, with the overlapping and integration of skills

**QUALIFICATIONS:** • BTech, BEng, or BSC in Mechanical Engineering or an Equivalent Qualification as per the National Qualifications Framework (NQF).

### REQUIREMENTS AND EXPERIENCE

- Demonstrated track record of success in providing executive administrative support
- Proficient computer skills, including MS Office, Excel, PowerPoint, Outlook, virtual meeting platforms
- Required to incorporate software and visualisation packages into designs, proposals and technical sales development. For example, the use of CAD, presentation software to bring about a technologically advanced approach and solution
- Required to work on multiple disciplinary projects
- Time management and organisation skills are crucial
- Experience in customer relations and after-sales service skills
- Strong written and oral communication
- Sound planning and organizational abilities
- Proactive with the ability to self-manage and work autonomously in a fast-paced and changing environment
- Ability to manage multiple projects and tasks simultaneously with different deadlines
- Dependable, punctual, detail-oriented, independent problem solver with excellent follow-up skills
- Be a team player and go-getter.
- Well-presented and groomed
- Attention to detail
- Be willing to travel and drive long hours to and from customers
- Capital equipment sales experience