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**Sales Manager - Engineering**

* Specialist engineered equipment manufacturer & supplier.
* Varied responsibilities make this a very exciting role.
* State-of-the-Art facility, well-known and reputable, high quality brand.
* New exciting role to drive the growth strategies of a proactive business plan.

(My company name) is a leading designer, manufacturer and provider of specialist products and services for the steel, mining, manufacturing and other industries. We’ve been in business for over 47 years, building a world’s best practice capability to provide our customers superior quality and great customer service. The business is located in (my town), in the (my city) region of NSW.

We're looking for an enthusiastic Sales Manager who will help us grow this exciting business into established and new markets. Reporting directly to the Managing Director, responsibilities of this role include;

* Develop and take responsibility of the sales budget
* Develop and manage the sales & marketing strategies
* Motivate and manage the sales team
* Assist directly with key estimating functions
* Approve and issue quotations including all relevant follow-up with clients
* Convert quotations into orders & assist with handover to production
* Direct account management responsibility

Ideally, we're after an enthusiastic individual with the following skills and attributes;

* A good understanding of metal machining & fabrication with strong technical aptitude
* Professional selling, relationship building & customer service skills
* Strong experience in sales management processes and techniques
* Knows what it takes to convert enquiries/quotes to orders
* Well organised, excellent time management skills

The successful applicant will receive an excellent salary package including a company vehicle. You’ll be part of a great family oriented company which continues to build upon its many years of success. If you wish to join this dynamic team, in the first instance, please send your resume to NLogic Management Services at info@nlogicmanagement.com.au