



VACANCY
SALES & MARKETING REPRESENTATIVE- SPECIAL INDUSTRIES
03/02/2023

Department: Marketing & Sales

Job Summary:

Responsible for the support of new and existing products in the Energy, Substations and Agricultural Business sectors and related market(s). Works closely with field sales, customer service, manufacturing, and engineering departments to assure product strategies are executed. This position requires knowledge of the Agriculture, Energy and Substations industries. Renewable experience would be an advantage.

Essential Functions:

1. Support Market/Product Managers in the development of marketing and product plans.
2. Support Market/Product Managers with new product launch process; includes developing collateral materials, coordinating field trials, facilitating customer standardization, coordinating sales training.
3. Develop key customer relationships.
4. Service requirements of the customer base assigned to the rep, including preparation of offers, quotations, tenders, and support interface with the factory.
5. Analyze competitive products.
6. Initiate Engineering Change Requests.
7. Identify cost reductions/profit improvement opportunities.
8. Stay abreast of latest product technologies and innovations.
9. Support and resolve customer complaints.
10. Initiate modifications to existing products to meet changing requirements.
11. Participate in and coordinate field activities (line inspections, vibration studies, product installations, etc.)
12. Assist sales correspondence in developing product recommendations for RFQ's.

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Qualifications and Requirements

Education:

- Sales and Marketing or related technical equivalent qualification at NQF level 5.
- Certification in Engineering (Mechanical or Electrical) would be an advantage.

Required Experience:

- **3-5 years previous product management or application engineering experience preferably in the Energy, Substations and Agricultural markets, broadband of fibre networks services or 10 years of related experience in lieu of education.**

Computer Skills:

- Ability and experience in the use of Microsoft suite of software
- Working knowledge of Syspro would be an advantage.

Requirements or Skills:

- Must be a self-starter who can function in a business startup environment.
- Must possess a valid driver's license with no endorsements.
- Ability to effectively communicate in both verbal and written situations involving customers, internal personnel, and field sales service representatives.
- Strong planning and organizational skills along with technical knowledge of Energy, Substation and Agricultural products.
- Must be willing to work extended hours.
- Position includes long hours of travelling both locally and internationally.

Should you be interested in applying for this vacancy, please submit a detailed CV, copy of your ID and certification to Karlien.vdw@plp.com

Closing Date: 10/02/2023

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