

Technical Key Account Manager – Electrical Infrastructure & Rail

Full-Time or Part-Time

Bay Road, Taren Point, NSW 2229

Competitive Remuneration + Performance Bonus

JOIN OUR TEAM



About Us

We're a nimble, fast-growing Australian business supplying specialist products to the electrical infrastructure and rail sectors with a strong focus on medium-voltage (MV) and high-voltage (HV) networks ranging from 11 kV to 500 kV.

We're now looking for a self-motivated and technically minded Key Account Manager who's just as comfortable quoting projects as they are talking shop with engineers or chasing up logistics with suppliers.

As part of a small, close-knit team, you'll play a hands-on role supporting utilities, contractors, and government clients across Australia and New Zealand with technically driven solutions.

We're now looking for a self-motivated and technically minded Key Account Manager who's just as comfortable quoting complex projects as they are talking shop with engineers or coordinating logistics with our international partners.

Your Responsibilities

This is a varied and hands-on role that blends quoting, technical support, supplier liaison, and project coordination. While it's not a traditional "sales" role, approximately 10–20% of your time will involve direct client interaction, providing support on product selection, delivery updates, and project-specific queries.

- Manage key customer relationships across the MV/HV electrical infrastructure and rail sectors
- Prepare quotes, proposals and product selections based on technical drawings and project specs
- Liaise with local and European suppliers to confirm product conformity, lead times, and configurations
- Support project tenders, customer approvals, and technical documentation submissions
- Provide responsive, technically sound advice and follow-up to clients as needed
- Maintain accurate records and pipelines in CRM and internal quoting systems
- Collaborate closely with the broader team – flexibility and initiative are key

Your Background

- 3+ years' experience in internal technical sales, account management, or applications engineering
- Exposure to the utility or infrastructure sectors ideally 11 kV to 500kV networks
- Strong technical understanding of MV/HV products and their real-world applications
- Excellent written and verbal communication skills internally and externally
- High level of commercial acumen and an ability to manage quoting margins and lead times
- Resourceful and hands-on approach suited to a small business environment
- Existing relationships in the Australian or NZ utility sectors

Key KPIs

- Revenue growth targets.
- Market share gains through proactive account management and customer relationships.
- Achievement and maintenance of Preferred Supplier Status with key clients.

Why Join Us?

- Work with a highly respected organisation trusted by leading industry partners.
- Competitive remuneration package, including KPI-based bonus.
- Supportive and collaborative environment with professional development opportunities.
- Flexibility to manage your schedule, including hybrid work options.
- The chance to showcase innovative solutions and make a real impact in energy and rail infrastructure markets.

How to Apply

To join our team, please email your CV and cover letter to JoinUs@mvtech.com.au or call +61 2 9531 6002 for more information.

Take the next step in your career with MV Technology Solutions – where your skills and expertise will make a real impact, and your contributions are truly valued and recognised.