



MV Technology Solutions is a proudly Australian owned business located at Taren Point, South Sydney. A supplier of various niche electrical and mechanical products to the Power Distribution and Railway market segments throughout Australia and New Zealand. Working only with exclusive global leading suppliers, we bring the best innovation in our industry to our clients and pride ourselves on excellence in safety, product reliability and customer service.

Due to another year of significant sales growth, we are seeking a person with solid technical sales experience to join our small, high-performing sales team. You will be assigned an existing customer base and expected to maintain and increase a client and portfolio base of approximately 3 to 4 MIL P/A and further grow your accounts as opportunities arise.

**Your main responsibilities include:**

- Provide technical, application and commercial support to customers.
- Maintain existing client relationships.
- Get MV product specified and on preferred equipment/bid list for targeted projects and tenders.
- Negotiate and win projects directly on major targeted projects.
- Build a continuous pipeline of fast lifecycle smaller opportunities.
- Collaboration with overseas product managers to ensure the best value proposition is being offered to our customers.
- Work closely with the internal sales support team to maintain existing projects and tenders.
- Develop new market opportunities with existing clients.
- Conduct product presentations.
- Prepare market analysis for the assigned regions.
- Define marketing plans to promote sales activities.

#### Requirements to be successful.

- Relevant electrical or mechanical trade and/or tertiary qualifications (preferred).
- Sales experience working with power utility or rail electrification sector (preferred).
- Ability to travel interstate.
- Proven knowledge and experience with a similar customer base and long-term sales cycles.

#### Our offer

You will be rewarded and appreciated for your contributions, with a competitive salary, training, career development and much more. If you are interested in this challenging role, we look forward to discussing this opportunity with you.

- *Salary will be depended on industry experience.*
- *Fully maintained Company Car or Vehicle Allowance.*
- *Mobile Phone, Laptop, etc*

If you want to join a great team as well as be rewarded and appreciated for your contributions, send us your resume in confidence to: [career@mvtech.com.au](mailto:career@mvtech.com.au)