

SALES ENGINEER

High Voltage Products Major Utilities & Industrial Customers

Our client is a recognised world leader in the design, manufacture, supply, installation, commissioning and servicing of **high voltage sub-station equipment including Power & Instrument Transformers, Circuit Breakers and HV Switchgear**. This world-renowned organisation designs and manufactures HV products to stringent engineering specifications and standards providing their customers with quality solutions for the most challenging applications.

They are now seeking a **Sales/Contract Engineer** to grow and manage the sales and tendering process for instrument transformers and associated high voltage products and services to major power transmission and distribution organisations. This will involve recommending and proposing **quality and cost effective technical solutions to client specifications, RFPs and RFTs**.

To be successful in this role, you have a natural ability to develop strong rapport with key decision makers, you build trust by understanding the dynamics of your clients' business and ascertaining their business-drivers and requirements. You should also be technically astute with a solid background in large scale electrical engineering products and have the ability to respond quickly, deliver results and build long term relationships with clients. Your technical expertise and professional approach will make you a valuable member of this dedicated team.

A qualification in Electrical Engineering, or a Science-based degree, as well as a sound knowledge of High Voltage and/or Medium Voltage Products is essential. For the right applicant with the right credentials and motivation, this position offers excellent possibility for future career advancement.

Please email your resume and covering letter to Richard Ottawa at AAAI Group.

Email: r_ottawa@aaai.com.au

or Register through our website: www.aaai.com.au Ref: RO/2221.

Telephone enquiries on (02) 9439 2977 are welcome.

Our client is an equal opportunity employer with a smokefree workplace policy

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