



## A strong lasting connection

# Technical Sales Representative – Roads & Pavements – NSW&ACT

### Job Description:

The primary role of the Technical Sales Representative is to grow HUESKER's Roads & Pavements business in NSW and ACT, through business development and account management. The role requires understanding and interpreting technical requirements, presenting and providing clients with the appropriate information and solution in an exciting niche market.

The Technical Sales Representative will report to the National Business Manager, while working with and supporting the Engineering team in providing technical and on-site support to our clients and projects.

### Key duties:

- Prospecting and securing business opportunities, servicing existing network of customers, and growing the client base
- Maintaining current, developing new and growing the project pipeline. Entering all accounts, contacts and projects into CRM and diligently ensuring that the information in the CRM system is up to date and latest available.
- Identifying key decision makers, developing new and managing existing relationships within relevant stakeholders (including asset owners, consulting engineers and the contractors in the road construction industry), and ensuring their technical and operational needs are met.
- Assessing technical drawings and specifications associated with projects, and assisting with tenders/quotations for long and short-term supply contracts
- Negotiating and implementing contracts
- Assessing specific customer and project needs and advising on suitable geosynthetic solutions
- Diligently and effectively managing the sales cycle to secure existing opportunities, while ensuring customer satisfaction
- Continuously growing the pipeline, and achieving agreed revenue targets
- Providing after sales support/on-site assistance in co-operation with Specialist HUESKER Engineers
- Occasional shift work and weekend work may be required from time to time
- Interstate travel will be required from time to time, in addition to visits to regions as required.

### Must haves:

- Minimum 3 years experience in a technical sales role, with a proven track record in business growth and/or market development in the construction industry, preferably in roads and pavements
- Strong familiarity with road construction industry and relevant stakeholders
- Strong work ethic, being self-motivated and results-driven are essential, together with the ability to work well autonomously and as an effective team player in small teams.
- Be an effective communicator with highly developed written and verbal language skills, able to effectively secure and deliver meetings and presentations, and handle technical enquiries
- Ability to deliver exceptional customer service and build strong relationships
- A current, valid, full clean driving licence
- Computer literate with working knowledge of word/excel/outlook and power point
- Excellent organisational skills and ability to prioritise effectively
- A professional solution-focused attitude and strong commitment that will fit a highly motivated team environment
- Ability to influence and gain commitment
- Proactive enthusiastic personality with demonstrated initiative

### What would be beneficial:

- Experience and/or understanding of the road construction and/or asphalt industry
- Strong network within the above industry is highly valued
- Tertiary qualifications in Engineering and/or Business

You will be trained and mentored; however this role is autonomous and would suit a professional who

- enjoys a dynamic work and team environment,
- highly organised, committed, self-motivated and results-driven,
- able to work effectively with engineering partners as well as a range of contractors within the road construction industry,
- thrives on helping others and solving customer problems, with excellence in customer service,
- able to perform a diverse range of duties with great people and time management skills, focused on providing the clients with the right solution, and generating and securing business
- enjoys a balance of managing the existing and developing new client portfolio.

### What is in it for you:

- A highly committed and supportive team environment, with an emphasis on delivering the best solution for our partners and customers.
- You will be driving and contributing to more sustainable and durable road construction with state-of-the-art solutions
- Part of a highly-reputable global company, with a well-established and continually growing Australian presence, and growing opportunities in many aspects.
- Strong technical expertise is well-matched with the practical expertise locally, allowing you the opportunity to thrive as a well-respected partner in the industry.
- Opportunity to work from home and stay close to your direct team members
- Company vehicle, in addition to all necessary tools.

### Company Description:

The HUESKER Group is a leading manufacturer of geosynthetics and technical textiles. The corporate head office of the HUESKER Group is located in Gescher (Westphalia), Germany. As a globally active company, the Group has ten subsidiaries and cooperates closely with trading and distribution partners in more than 60 countries. HUESKER has been shaping international markets as a pioneer of textile weaving for over 150 years.

The HUESKER Group provides sustainable and intelligent solutions utilising modern and high-performance technical textiles. With its products and services HUESKER provides solutions in the areas of Earthworks and Foundations, Roads and Pavements, Environmental Engineering, Hydraulic Engineering and Mining, as well as applications in Industrial and Agriculture. First class engineering services, a high competence in manufacturing, coating as well as tailoring of technical textiles and innovative spirit are the key to HUESKER's success. If a project is challenging HUESKER will find a solution!