

TECHNICAL SALES REPRESENTATIVE

The Company

Omnitronics is one of Australia's leading designers and manufacturers of electronic products and systems for radio communications and industrial control. For over 25 years we have been providing innovative solutions to a broad spectrum of markets including emergency services, oil & gas, transport and mining. Omnitronics is now a world leader in radio over IP technology and our products are exported to all regions of the world.

The Role

The position of Technical Sales Representative is based in our Brisbane office, reporting to the Queensland Manager. Here you will work as part of a team that is focused on developing new business opportunities on the east coast of Australia, New Zealand, Europe and Asia. The focus will be on generating and quoting technical solutions for the radio communications industry using, predominantly, our range of VoIP products. This role is ideally suited to a technical person with experience in communications equipment, a strong customer focus and an aptitude for IT solutions.

Responsibilities & Duties

- Respond to customer inquiries
- Work with customers to identify the best solution to meet their needs
- Prepare sales quotations
- Dealer and Distributor support
- Provide technical assistance and product training to end users and Dealers
- Visit customers to identify business opportunities and promote new products
- Attend tradeshows and other sales functions

The Criteria

Ideally, you will have a strong background in two-way radio communications or telecommunications. However, candidates with a background in IT or other electronics disciplines who can demonstrate proven sales and customer service capabilities would also be considered. Experience in selling or supporting IP-based communications equipment would be a distinct advantage.

You will also need to demonstrate excellent communications skills and the ability to build and maintain good customer relationships. To succeed in the position, you must also be motivated, attentive to detail and be well presented.

This is a great opportunity to join a global product supplier with a client base that includes some of the largest and most prestigious organisations in Australia and around the world. An excellent salary package and a friendly and rewarding work environment are offered.

Contact

Please email applications to John Florenca on johnf@omnitronics.com.au