



# PRECISION HYDRAULICS

**T:** +27 11 452 5843

**E:** info@dosco.co.za

**W:** dosco.co.za

Attention: All Employees

From: Human Resources

**Vacancy: Technical Sales Representative**

The above job vacancy has arisen within our company for Dosco Precision Hydraulics, a Division of Hudaco Trading is situated in Sebenza, Edenvale and the position will be covered from the Sebenza Head Office for the Gauteng area.

Suitably qualified applicants from existing staff are welcome to submit an application for this position.

Should you not receive a response from our office within two weeks of submitting your CV, please consider your application as being unsuccessful.

<b>Department</b>	Sales Department
<b>Job Title</b>	Technical Sales Representative
<b>Key Areas of Responsibility</b>	<ul style="list-style-type: none"> <li>• Contact new and existing customers to discuss their needs and explain how these needs could be met by specific products and services.</li> <li>• Answer customer's questions about products, prices and availability and credit terms.</li> <li>• Quote prices, credit terms or other bid specifications.</li> <li>• Emphasize product features based on analysis of customer needs and on technical knowledge of product capabilities and limitations.</li> <li>• Negotiate prices, terms of sales and service agreements.</li> <li>• Maintain customer records, using automated systems.</li> <li>• Identify prospective customers by using business directories, following leads from existing clients, participating in organisations and clubs and attending trade shows and conferences.</li> <li>• Prepare sales contracts for orders obtained and submit orders for processing.</li> <li>• Select the correct products or assist customers in making product selections, based on customer's needs, product specifications and applicable regulations.</li> <li>• Collaborate with colleagues to exchange information.</li> </ul>
<b>Qualifications and Experience Required</b>	<ul style="list-style-type: none"> <li>• Matric Certificate.</li> <li>• Higher Technical Qualification Advantageous.</li> <li>• Minimum of three (3) years' experience in a Hydraulic environment.</li> <li>• Must have a valid driver's licence, company vehicle will be made available.</li> <li>• Must be Computer Literate (MS Office – Specifically MS Word, Excel and PowerPoint).</li> </ul>
<b>Specific Job Skills</b>	<ul style="list-style-type: none"> <li>• Must be Customer / Sales Orientated.</li> <li>• Proven Sales Ability.</li> </ul>

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VAT No. 4480276411

Reg. No.1984/005432/07



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	<ul style="list-style-type: none"><li>• Must be prepared to work long hours with travelling.</li><li>• Must have excellent negotiation skills.</li><li>• Individual must be dynamic, motivated and sales driven.</li></ul>
<b>Application Procedure</b>	<p>Please send CV to: <a href="mailto:hadmin@elco.co.za">hadmin@elco.co.za</a></p> <p><b>PLEASE ENSURE THAT ALL APPLICATIONS ARE CLEARLY MARKED WITH THE FOLLOWING INFORMATION:</b></p> <ul style="list-style-type: none"><li>• <b>Position applying for</b></li><li>• <b>Full name</b></li><li>• <b>Recent contact details and email addresses</b></li></ul>
<b>Distribution Date</b>	10 <sup>th</sup> April 2024
<b>Closing Date</b>	17 <sup>th</sup> April 2024