



PRECISION HYDRAULICS

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Attention: All Employees

From: Human Resources

Vacancy: Technical Sales Representative - Middelburg

The above job vacancy has arisen within Dosco Precision Hydraulics, a Division of Hudaco Trading is situated in Sebenza, Edenvale. Suitably qualified applicants from existing staff are also 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.

Department	Sales
Job Title	Technical Sales Representative
Key Areas of Responsibility	<ul style="list-style-type: none"> • Contact new and existing customers to discuss their needs, and to explain how these needs could be met by specific products and services. • Answer customers' questions about products, prices, availability, or credit terms. • Quote prices, credit terms, or other bid specifications. • Emphasize product features based on analyses of customers' needs and on technical knowledge of product capabilities and limitations. • Negotiate prices or terms of sales or service agreements. • Maintain customer records, using automated systems. • Identify prospective customers by using business directories, following leads from existing clients, participating in organizations and clubs, and attending trade shows and conferences. • Prepare sales contracts for orders obtained and submit orders for processing. • Select the correct products or assist customers in making product selections, based on customers' needs, product specifications, and applicable regulations. • Collaborate with colleagues to exchange information, such as selling strategies or marketing information.
Qualifications and Experience Required	<ul style="list-style-type: none"> • Matric certificate • Higher Technical Qualification advantageous • Minimum of 3 years exp. in a Hydraulic/Pneumatics Sales Environment • Must have a valid driver's license and own vehicle • Computer Literate (Office) • Knowledge of Syspro ERP advantageous
Specific Job Skills	<ul style="list-style-type: none"> • Must be Customer/Sales orientated • Proven Sales Ability • Dynamic, Motivated, Sales Driven Individual • Must have excellent negotiation skills
Application Procedure	<p>Please send CV to: jobs@elco.co.za</p> <p>PLEASE ENSURE THAT ALL APPLICATIONS ARE CLEARLY MARKED WITH THE FOLLOWING INFORMATION:</p> <ul style="list-style-type: none"> • Position applying for • Full name • Recent contact details and email addresses
Distribution Date	28 February 2025
Closing Date	07 March 2025

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