



## Archemics is recruiting a Technical Sales Representative

### Job Description:

The job incumbent shall be responsible of the marketing and selling of our range of products and services by:

- ❖ attracting new customers and retaining existing ones,
- ❖ performing sales activities with the aim of maximising sales profits,
- ❖ performing product research and development,
- ❖ providing **technical support at different levels within the customer's organisation** for the smooth operations of the business,
- ❖ making regular on-site visits to customers according to a predetermined plan and
- ❖ acting as the main contact person for assigned portfolio of products.

### Profile of ideal candidate:

- ❖ A BSC in Chemicals Engineering or any equivalent combination of education and experience
- ❖ A minimum of 5 years relevant work experience in an industrial field or in a similar position is required
- ❖ Holder of a valid driving licence
- ❖ Excellent sales and negotiation skills
- ❖ Able to suggest new ideas to keep competitive advantage
- ❖ Dynamic, good interpersonal & communication skills, pro-active and pleasant personality

Employment Type: Permanent

Closing Date: 15 January 2019

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