

Novengi is recruiting a **PRODUCT SUPPORT OFFICER**

MAIN PURPOSE OF THE JOB:

The job incumbent shall be responsible to achieve maximum sales profitability, growth and market penetration within the Heavy & Light Motorised Vehicle market segment (Air Compressors / Material Handling / Garage Equipment / Garden Equipment) by effectively promoting the company's services and providing premium customer support.

Job Description

- Propose and ensure sales of maintenance contracts with existing and new clients
- Meet the sales budget for the current financial year
- Achieve a high market share in volume and value
- Provide training and other assistance to customers on delivery of equipment
- Perform regular customer visits, follow up and ensure that equipment is performing to its optimum performance and to customer's expectations
- To liaise with aftersales service for maintenance contract execution

Profile of Ideal Candidate

- A Degree/Diploma in Mechanical Engineering or Mechatronics
- A Certificate in Sales and Marketing would constitute an advantage
- Knowledge of technical specifications of mentioned industrial equipment would constitute an advantage.
- Proficiency in using Microsoft Office Suite applications (Word, Excel, PowerPoint, Outlook)
- Must possess excellent verbal and written communication skills both in English and French
- Excellent interpersonal, presentation, prospecting, negotiation and influencing skills
- Demonstrated aptitude for problem-solving; ability to determine solutions for customers (consultative sales approach)
- Must be results-orientated and able to work both independently and within a team environment.
- Holder of a valid driving license

Employment Type: Permanent and Full-Time

Contact: Interested candidates should send their application to hr@novengi.mu or to the Human Resources department at postal address below

Deadline: 20 March 2020

Novengi is an Equal Opportunity employer

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