

Novengi is recruiting a **SALES REPRESENTATIVE – MATERIAL HANDLING EQUIPMENT**

MAIN PURPOSE OF THE JOB:

The job incumbent shall be responsible to achieve maximum sales profitability, growth and market penetration within the Material Handling Equipment market segment by effectively selling the company's products and/or related services and providing premium customer service. He/She shall meet the sales budget for the current financial year.

Job Description

- Searching for new clients who might benefit from company products or services and maximizing client potential
- Developing long-term relationships with clients through managing and interpreting their requirements
- Negotiating tender and contract terms and conditions to meet both client and company needs
- Calculating client quotations and administering client accounts
- Providing pre-sales technical assistance and product education, and after-sales support services
- Meeting regular sales targets and coordinating sales projects

Profile of Ideal Candidate

- Higher School Certificate holder
- Diploma in Sales would be considered as an advantage
- At least 4 years' experience in sales
- Knowledge of Material Handling Equipment would be considered as an advantage
- Valid driving license
- A solid technical background
- Sales & Negotiation skills
- Communication skills
- Organisational skills
- Team working ability
- Independence and self-reliance
- Fluent in French and English

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.

Please consult our Privacy Notice on www.haremallac.com to know more about the way in which we use your personal data.