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Position **Sales Engineer**  
Location: **Auckland, New Zealand**  
Employment duration: **Full time**

This is a fantastic opportunity for a highly driven individual with a strong sales background, who is willing to relocated to Auckland, NZ. The role will suit an individual who is looking for a change of location or career progression within the organisation.

Reporting to the NZ Sales Manager, the Sales Engineer is responsible for External Sales in a designated sales area. The individual is accountable for achieving ITT Water & Wastewater's sales objectives through the:

- Promotion of ITT products servicing a variety of customers in various industry sectors, including mining, government & general industry;
- Application of an aggressive sales plan, formulated in conjunction with the Sales Manager, to achieve sales, profits and growth budgets;
- Working to establish new customers, whilst maintaining existing clients, through the provision of product information, engineering solutions & service levels which meet customers' requirements;
- Building strategic relationships with consultants, contractors & business managers to maximize sales opportunities;
- Promoting after sales service, spare parts, hire and contract functions.
- Analyses sources of tender information and future construction projects and follow up on leads;
- Preparing sales orders, reports and paperwork to satisfy branch and customer requirements.
- Providing input to the Branch/Regional team, attending Branch/Regional Sales meetings, and generate sales reports as required by Branch/Regional Manager or senior corporate staff.

The individual will be required to travel extensively throughout the course of the year.

**Additional selection criteria.**

Demonstrated experience in a sales/marketing capacity, with exposure to business management principles, preferably in an engineering environment. An understanding of the pump industry, combined with qualifications in the area of management/marketing/engineering or a sound mechanical and mathematical aptitude is desirable.

- Must be an excellent communicator, with an ability to negotiate and influence.
- Results orientated, the individual must possess highly developed sales and marketing skills, and a genuine commitment to customer service.
- Well developed computer skills. Experience with Microsoft software, email and data base applications.

Written applications should be forwarded to Kathryn Ellis, Human Resources Manager,  
[Kathryn.ellis@itt.com](mailto:Kathryn.ellis@itt.com)

***This internal advertisement should be read in conjunction with the Sales Engineer / External Sales job description which can be found on the WANZ Intranet. Should you have any questions in relation to the position or application for the position please direct your enquiries to Milton Bennett, NZ/ Pacific Regional Manager or Kathryn Ellis in Human Resources***