

## Sales Representative

### The Company

Ozcon Engineering, located in Dalby, Queensland, is a market leader in the manufacture and supply of line pipe and casing to the mining and oil and gas sectors. Ozcon Engineering offers a comprehensive and high quality pipe processing facility with extensive machine shop and general metal engineering capabilities supported by thread gauging and inspection services.

### The Position

We seek a Sales Representative where the successful applicant will be responsible for:

- Building and maintaining client relationships, determining their needs and providing excellence in customer service.
- Identifying and pursuing new business, market intelligence, new product development and feedback.
- Maintain accurate customer and sales records ensuring that all relevant databases are updated.
- Attending sales meetings with the aim to contribute strategic information to the team.
- Achieving budgeted sales and margins.
- Increasing brand value within the marketplace.
- Regular travel will be required – locally, statewide and interstate.

### The Ideal Candidate:

- A highly motivated performance driven person
- Ability to work autonomously and within a team
- Excellent communication skills
- A strong mechanical aptitude
- Intermediate or Advanced computer literacy skills essential especially with the Microsoft Office suite of products
- Previous sales experience in a manufacturing/construction company would be highly regarded but not essential

If you are looking for an opportunity to take on a rewarding sales role within an exciting, fast paced environment, please forward your Cover Letter and Resume to [info@ozcon.com.au](mailto:info@ozcon.com.au).

Only candidates that have been shortlisted will be contacted upon fulfilment of the position.