

Service Lead Sales Engineer

Wilson Transformer Company is an Australian owned engineering, manufacturing and service company, specialising in the production and serviceability of power and distribution transformers. We have an international reputation for quality, reliability and service.

This is an excellent sales career opportunity for a highly motivated and proficient sales engineering professional to join and Lead our Services Sales Team. The role includes all service sales leadership and support activities from assisting customers with business case justifications, tender preparation, refurbishment and repair, spare parts sales, through to after sales technical support and driving the sales team to increase our business and market share.

You will require a high level of internal stakeholder interaction, working collaboratively across numerous departments including new product sales, design, manufacturing and customer delivery.

Key responsibilities include:

- Generating leads and driving the achievement of sales targets
- Compiling accurate and profitable quotations according to customer and WTC requirements
- Establishing, maintaining and developing customer relationships
- Negotiating contracts with current and prospective clients
- Responding to customer enquiries in a timely and professional manner to maximise satisfaction
- Providing innovative transformer life management solutions
- Supporting and promoting the brand
- Leading and developing the skills and performance of a parts and service sales team

Key attributes include:

- Demonstrated sales and customer support skills
- Experience and development in Sales Management and Leadership
- Experience in a HV service-focused role or;
- Degree or Post Graduate qualification in Engineering or equivalent
- Proficiency in MS office suite

The role is based at our Glen Waverley facility in Victoria and will require you to travel from time to time.



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