



Territory Sales Manager

SF Engineering provides customised processing and packaging solutions to food companies, which create added value and competitive advantage through improved efficiency. Due to expansion, we are recruiting a **Territory Sales Manager (South)** and we are keen to speak with applicants looking for a challenging and successful career in line with the growth strategy plans we have in place.

Essential Duties & Responsibilities include:

- Develop an in-depth knowledge of SF core products via successful completion of required sales training program, and utilise this knowledge to successfully sell SF product solutions to new and existing customers in assigned territory.
- Create and execute a territory sales plan that meets or exceeds established sales targets and supports Company revenue and profit targets.
- Optimize business development plan by working closely with the Sales Director to maximise time in the field and overall efficiency through development and prequalification of leads.
- Meet regularly with existing customers and prospects in sales territory to understand their evolving business needs and position product solutions to meet surfaced needs.
- Continuously expand customer understanding and use SF product solutions and capabilities.
- Build long-term, productive, and mutually beneficial relationships with existing and new customers.
- Maintain consistent communication and timely follow-up with customers and prospects and be available and responsive to customer's real-time needs.
- Work effectively with internal support departments (Business Centre, Marketing, Service, Spare Parts & Operations) to promote sales for new and existing customers to maximize SF's visibility with the industry.
- Attend trade events to promote SF product solutions and brand.
- Complete sales activity reports and presentations in a timely manner.
- Other duties may be assigned.

The person:

- A background selling capital equipment or technical solutions to the food industry is desirable
- Knowledge of AutoCAD/Solidworks will be an advantage
- An Engineering qualification is desirable

Other:

The role will be split between office / factory/ customer sites. There will be some overnight stays and the requirement to work weekends/ out of hours. There will also be the possibility of some occasional overseas travel.

We offer a competitive salary package with vehicle, laptop and mobile phone.