



Nowchem is a growing and well established family owned business who are looking for a high quality sales representative to join their team due to ongoing and planned expansion for their top quality range of products and services.

You will need to demonstrate a successful track record in industrial B2B sales with a willingness to learn new products. A solution sales background and any exposure to chemical products would be an advantage.

About Nowchem:

- A market leader in industrial and commercial solutions
- Excellent team building environment.
- High quality products and services

The Role:

- Selling into a range of markets with a focus on projects and maintenance agreements.
- Wollongong and Sydney client base
- Presentation and solution sales with a planned sales approach
- Sales with 30% new business direction
- Installation and maintenance of chemical dosing equipment

Experience Needed:

- Current external sales exposure in a commercial / industrial role
- Enthusiastic and willing to learn on the job
- Strong technical aptitude
- Successful direct sales experience
- Good analytical reasoning, and capable of enabling hands-on service of equipment
- Astute business acumen and technical skills that will allow you to provide value to your customers
- Proficient communication skills
- High levels of motivation and the ability to work autonomously
- A valid and full driving licence

Your key responsibilities will include:

- Managing existing long standing client relationships, with a focus on surpassing client expectations with efficient service delivery.
- Have strong business development skills and the capacity to source new leads - by cold calling, referrals or through industry news and following through the full sales process
- Develop a sales plan and strategy for active and potential business opportunities.
- Demonstrate efficient and reliable value developing and managing technical projects to solve customer problems.

This is a fantastic opportunity to join a highly regarded company and to build your career and your reputation. A competitive remuneration package is on offer for the ideal candidate, including Base + Super + Tools of trade and a quarterly bonus scheme.

To apply for this exciting role, please submit your CV and a cover letter to hr@nowchem.com.au

