

# Sales Cadet – Steel Industry

We are an established group of steel distribution companies (stainless steel and mild steel) based in Dandenong looking for ambitious and enthusiastic individuals wishing to build their career in technical sales. This is a rare and an exciting opportunity to join an organisation in which you can quickly make a difference, be rewarded for your contribution and be provided with career growth. This role is a great fit for graduates from technical courses such as engineering or related trades, who are commercially-minded and have a flair for sales and customer service.

## Role and responsibilities

Your initial responsibilities will be to support the sales team with all facets of sales and customer service, and in doing so, gain the technical knowledge and sales skills you need to advance to a sales representative position. This technical knowledge includes knowledge of stainless steel products, standards and applications.

- Assist the sales team to develop, maintain and strengthen customer relationships. This will involve email, phone and face-to-face communication including customer site visits
- Assist the sales team with sales enquiries, quotes, orders, arranging freight and general customer service tasks
- Support the sales team to maintain accurate records regarding enquiries, quotes, customer profile and customer interactions
- Support the sales team in prospecting and researching new potential customers
- Represent the organisation with professionalism and pride
- Be proactive regarding your training and ensure you are gaining the product, sales and technical knowledge, and proficiency in company processes that you need to advance to a sales representative position.

**Who we are looking for:**

- An individual with technical training (an engineering qualification would be highly regarded) who is keen to build their career in technical sales and advance within an organisation
- A natural aptitude for sales and customer relationship building
- A driven individual who enjoys working hard to reach their goals
- A quick learner who can self-motivate and self-manage
- An individual with a commercial focus and the ambition to succeed
- You will need a current driver's licence and your own vehicle (business km will be reimbursed)

**What's on offer**

- A supportive team environment to help you build your sales and technical skills
- Career progression opportunities
- Opportunity for performance incentives once you have progressed to a sales representative role

If this sounds like the opportunity you have been looking for, we would love to hear from you. Please submit your CV and a cover letter outlining why you believe you are a great fit for this role.