



# PRECISION HYDRAULICS

**T:** +27 11 452 5843  
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**Attention:** All Employees  
**From:** Human Resources

**Vacancy: Technical Sales Representative**

The above job vacancy has arisen within Dosco Precision Hydraulics, a Division of Hudaco Trading is situated in Middelburg, Mpumalanga.

Suitably qualified applicants from existing staff are also welcome to submit an application for this position.

Should you not receive a response from our office within two weeks of submitting your CV, please consider your application as being unsuccessful.

<b>Department</b>	Sales Department
<b>Job Title</b>	Technical Sales Representative
<b>Key Areas of Responsibility</b>	<ul style="list-style-type: none"> <li>• Service designated existing customers, canvas for and contact new customers to discuss their needs and explain how these needs could be met by specific products and services offered by the company.</li> <li>• Answer customer's questions about products, define the customers requirement and application, emphasize product features based on analysis of customer needs and on technical knowledge of product capabilities and limitations.</li> <li>• Discuss, and explain available options and investigate and suggest alternative options, where available or possibly more suitable, price and availability of product or comparison pricing and availability of the different options.</li> <li>• Explain Credit terms if it is a new customer.</li> <li>• Prepare in conjunction with or request the Manager to prepare and forward a standard quotation with prices, delivery period/s, payment or credit terms and any other special important notes.</li> <li>• Negotiate prices, terms of sales and service agreements.</li> <li>• Maintain customer records, using automated systems.</li> <li>• Utilise and maintain the data stored in the ERP System.</li> <li>• Identify prospective customers by using business directories, following leads from existing clients, participating in organisations and clubs and attending trade shows and conferences.</li> </ul>

6 Impangela Road, Sebenza Ext. 6, Edenvale, 1609, Gauteng, South Africa • P.O. Box 9200, Edenglen, 1613. Gauteng, South Africa  
 VAT No. 4480276411  
 Divisional Directors: B.C. Roberts (Portfolio Executive), APJ Radley, M.E. Zulu  
 Directors: G.R. Dunford (Managing), C.V Amoils, L.F.J. Meiring D. Naidoo\*, N. Mandindi\*  
 Secretary: Hudaco Group Financial Services Pty Ltd  
 (\*Independent Non-Executive)

Reg. No. 1984/005432/07

	<ul style="list-style-type: none"> <li>• Establish and prepare sales contracts, where applicable or possible for orders obtained and submit for consideration or processing.</li> <li>• Select the correct products or assist customers in making product selections, based on customer's needs, product specifications and applicable regulations.</li> <li>• Collaborate with colleagues to exchange information.</li> <li>• Support collaborating deals with fellow Hydraulic Cluster members.</li> </ul>
<b>Qualifications and Experience Required</b>	<ul style="list-style-type: none"> <li>• Matric Certificate</li> <li>• Higher Technical Qualification Advantageous</li> <li>• Minimum of three (3) years' experience in a Hydraulic environment</li> <li>• Previous work experience in the Steelpoort area and Mpumalanga province in this field will be advantageous</li> <li>• Must have a valid driver's licence and own vehicle.</li> <li>• A Single Cab, Cab &amp; Half or Double Cab Pick Up is most suitable</li> <li>• Must be Computer Literate (Outlook, MS Office – Specifically MS Word, Excel and PowerPoint)</li> </ul>
<b>Specific Job Skills</b>	<ul style="list-style-type: none"> <li>• Must be customer orientated</li> <li>• Proven sales ability</li> <li>• Must be prepared to work long hours with travelling</li> <li>• Must have excellent negotiation skills</li> <li>• Individual must be dynamic, motivated and sales driven</li> </ul>
<b>Application Procedure</b>	<p>Please send CV to: <a href="mailto:hadmin@elco.co.za">hadmin@elco.co.za</a></p> <p><b>PLEASE ENSURE THAT ALL APPLICATIONS ARE CLEARLY MARKED WITH THE FOLLOWING INFORMATION:</b></p> <ul style="list-style-type: none"> <li>• <b>Position applying for</b></li> <li>• <b>Full name</b></li> <li>• <b>Recent contact details and email address</b></li> <li>• <b>Whether you are currently employed</b></li> <li>• <b>Include a recent photo</b></li> </ul>
<b>Date Circulated</b>	06 <sup>th</sup> November 2023
<b>Closing Date</b>	30 <sup>th</sup> November 2023

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