



9 July 2010

**New Position open within Trelleborg Engineered Systems Australia Pty Ltd.**

The position:

Sales Manager – Northern Region (QLD/NSW/NT and NZ)

Location:

Brisbane office (Zillmere)

Brief:

The Sales Manager – Northern will be responsible for promoting and selling Trelleborg's range of Bridge systems including bridge bearings and expansion joints and other accessories. A full Job Description follows.

Contact:

All applicants to send a current resume and a cover letter via email to:  
[xavier.delattre@trelleborg.com](mailto:xavier.delattre@trelleborg.com)

Applications will close 30 August 2010 at 5 PM.

## POSITION DESCRIPTION

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<b>Title</b>	<b>Manager – Infrastructure – Northern</b>
<b>Position Location</b>	Brisbane
<b>Position Purpose</b>	The purpose of the Manager – Infrastructure - Northern is to: <ul style="list-style-type: none"><li>• Plan, manage, coordinate and enact the sales and marketing activities in the nominated regions in line with the Infrastructure Divisions marketing plans.</li><li>• Contribute and support the development of business, marketing and products plans of the Infrastructure Division.</li><li>• Develop business strategies as required.</li></ul>
<b>Key Responsibilities</b>	<ul style="list-style-type: none"><li>• Compilation, review, submission and negotiation of tender proposals and quotations in accordance with company guidelines &amp; sound commercial practice.</li><li>• Participates in the development of Sales and Marketing policy in recommending product lines, new product development and pricing.</li><li>• Effective management and administration of contracts / orders to ensure safe, timely and efficient design and manufacture, supply and/or delivery of product and services to meet customer requirements and to provide or exceed the targeted profit.</li><li>• Actively promote products and prospect for new work within territory.</li><li>• Directly represents and maintains relationships for the company to its customers, industry consultants, government and other industry stakeholders in a professional manner</li><li>• Provision of sound technical advice on</li></ul>

infrastructure products to internal and external customers.

- At all times looks for sales opportunities both within both the Infrastructure product portfolio and the TESA product portfolio
- Acts as a focal management point for infrastructure products orders/contracts across the construction industry with projects occurring within and outside of Australia, with particular emphasis on projects in Qld, NT, NZ and Pacific Is.
- Acts as the focal management point and the developer for Structural Acoustic Isolation products for orders/contracts with projects occurring within and outside of Australia, with particular emphasis on Australasia.
- Seeks continual self improvement
- Work with, support and keep regularly informed, the Manager of Infrastructure (or his proxy), on all business issues and those particularly related to with the tenders, contracts and sales and required reports.
- Apply quality, safety and environmental principles in the day to day work activities in accordance with the company's Integrated Management System.

**Reporting Relationship**

Report to the Manager of Infrastructure

No one directly reports to this position but matrix responsibility for personnel involved in testing and development projects may apply.

**Skills**

- Excellent communication skills
- An interest in selling engineering solutions
- Sense of humor and a desire to make “work” fun

**Knowledge**

- Ability to “cold” call
- Strong knowledge from an engineering discipline
- Administration background with excellent verbal, written and telephone communication skills
- An strong understanding of contracts preferred
- This information may be from Formal Study, Attendance at training courses or seminars, wide reading and interests and practical experience

**Qualifications**

- 4 years plus in a technical sales role
- Tertiary qualification in Science, Eng or Business Management preferred
- No specific training required

**Additional Requirements**

- Willingness for some Interstate and International Travel as required
- Normal working conditions for a salaried position that will require some after hours work and a willingness to be contacted out of hours if required

**Typical Tasks**

- Responsible for generating and approving variations and initiating invoicing.
- Monitor project financial performance on an ongoing basis
- Procure project components by tender if required, to ensure the delivery chain meets project requirements
- Direct selling of engineered solutions by pro-active prospecting with key stakeholders on a weekly basis with face to face meetings.
- Develop new products and services
- Organisation of promotional activities such as presentations, industry displays and conference attendance
- Work with the Team Sales Administrator on order entry / local factory progress

- Provision of monthly reports and other business reports / strategies as requested

### **Key Competencies**

- Communicates effectively
- Seeks understanding
- Shares information
- Demonstrates service orientation
- Collaborates and cooperates
- Draws on expertise
- Manages relationships
- Encourages teamwork
- Manages conflict
- Maximises different strengths
- Inspires
- Uses initiative and persistence
- Provides examples
- Exercises self control
- Shows empathy
- Develops others
- Improves self
- Manages own performance
- Manages others' performance
- Supports organisational performance
- Demonstrates adaptability
- Innovates
- Initiates action
- Gains commitment
- Follows through
- Understanding of Quality Assurance Principles (AS/NZS ISO9001)
- Understanding of Workplace Health and safety principles (Trelleborg Safety@Work)