

## Technical Sales Representative – Launceston

Irribiz, a division of ICI Industries Pty Ltd, is seeking a Technical Sales Representative to support our rapidly growing Launceston Branch in Northern Tasmania.

We are a large family-owned business represented across 5 states of Australia with strong values and ambitious aspirations. We are committed to high standards and occupy an important space in the Irrigation market supplying products and services to the agricultural, horticultural, hydroponic and irrigation industries.

Our large team of dedicated staff work across a range of disciplines including design, installation, project management, research and development and service. We are a single destination solutions provider for our valued clients.

The Technical Sales Representative is responsible for providing guidance, support and technical advice to both our valued clients and staff. Responsibilities include managing key account sales, growing our customer base, and diversifying our target markets in line with our overall business objectives.

### The successful candidate will have:

- An energetic, driven and goal orientated nature
- A passion for the horticulture or irrigation industry
- The ability to develop and maintain healthy relationships with new & existing customers
- Skills to generate and manage project sales including quotation preparation & presentation, designs and project management
- A minimum of 5 years working within the horticultural and/or irrigation industry
- The ability to effectively communicate and liaise with customers and suppliers
- Appreciation for systems and process
- Excellent problem-solving skills and demonstrated ability to work under pressure
- A demonstrated commitment to continual improvement, innovation and learning
- Excellent written and verbal skills
- Ability to work effectively in both an autonomous and team environment

If you possess these qualities and are ready for the next step, we'd love to chat.

For further information on this position please contact the Human Resources Manager at ICI Industries for a confidential discussion on [02 6964 7299](tel:0269647299). If you are keen to join a dynamic expanding company, please apply for this position by sending **your application letter and CV** to [career@icij.com.au](mailto:career@icij.com.au)

Applications close Friday 5<sup>th</sup> November 2021.