

Technical External Sales Representative

Hallite Seals Australia Pty Ltd

About Us

Hallite is a leading provider of innovative sealing solutions. With a focus on polymer seals, we empower businesses to achieve their goals through cutting-edge technologies and exceptional customer service. Our team is comprised of passionate individuals who are dedicated to driving success for our clients while fostering a culture of collaboration and continuous improvement.

About the Role

Are you a fitter, turner or machinist? We are seeking a dynamic and results-driven Technical Sales Representative to join our team. The ideal candidate will have a strong technical or trade background combined with excellent communication and sales skills. This role will involve identifying and regularly engaging with potential clients, understanding their technical requirements, and presenting tailored solutions to meet their needs. The Technical Sales Representative will play a key role in driving revenue growth and establishing long-term relationships with clients.

- Identify and prospect potential clients in the Sydney and NSW seal's market.
- Accurately identify and measure parts, then collaborate with the customer to offer the ideal sealing package for their needs.
- Collaborate with the technical team to develop customized solutions and proposals.
- Build and maintain strong relationships with clients to ensure customer satisfaction and loyalty.
- Negotiate contracts and close sales deals to meet or exceed targets.
- Stay updated on industry trends, competitor activities, and market dynamics.

About You

- Background in fitting and machining and/or mechanical aptitude.
- It would be very beneficial to have prior technical sales experience in the hydraulics business and to be proficient in hydraulic seals and/or hydraulic cylinder repairs.
- Excellent communication and interpersonal skills.

- Ability to work independently and as part of a team in a fast-paced environment.
- Willingness to travel regularly as needed.
- Able to manage schedule well and prioritise obligations.
- Self-driven and capable of performing successfully in an unsupervised environment.
- An optimistic "can do" mindset.
- Be a beneficial member of the team.

Life at Hallite

You will enjoy some great benefits!

- Competitive salary and fully maintained motor vehicle.
- Opportunities for professional development and growth.
- Dynamic and collaborative work environment.
- Opportunity to participate in annual incentive scheme.
- Offers on Michelin/BF Goodridge Tyres.

We're committed to fostering a supportive and agile work environment for our team.

- Join a dedicated, fast-paced, forward-thinking and innovative culture
- Grow with us, through opportunities for career development and progression
- Enjoy flexible work options

We will accept applications from all people with the right to live and work in Australia.

The role offers a highly motivated hands-on individual the opportunity to put their skills and experience to use in a challenging and fast paced environment.

If this sounds like the opportunity you've been looking for, we welcome you to apply for this position.

Applicants are required to undergo an employment screening process which involves a pre-employment medical including drug and alcohol testing and reference checking. Employment is subject to clearance of all these checks.

We encourage Aboriginal and Torres Strait Islander applicants to apply.