



**Are you looking for new challenges and to help engineer new solutions to old problems ?**

**Would you like to be out front presenting world class solutions and growing new business opportunities; yet still using your engineering knowledge ?**

**Job Description – Product Specialist based in Brendale, Queensland; OR Dandenong, Victoria; OR Prestons, NSW.**

***About EJ:*** We are the global leader in the design, manufacture, and distribution of access solutions for water, sewer, drainage, telecommunications, and utility networks. We have a leading presence worldwide and our corporate headquarters is in East Jordan, Michigan USA.

As a 5<sup>th</sup> generation family owned business (since 1883), our core strength is our dedicated employees. Employees who embrace our values, understand the importance of relationships, teamwork, and strive for excellence. Our values, which have been passed down for generations, are the essence of our company's identity and our guide for making decisions. Core values at EJ are :

- safety and security,
- honesty and integrity,
- environmental responsibility,
- respect for others,
- quality and excellence,
- and social responsibility.

*EJ is a family owned company and remains, for the past 135 years, one of the most stable, progressive, well-tooled manufacturing companies in the world.*

An exciting opportunity has recently become available for a **Product Specialist** to join the Asia Pacific team; with the flexibility to be based out of our Sydney (Prestons), Melbourne (Dandenong) or Brisbane (Brendale) Office. Initially, you will play an instrumental role in championing the sales growth of our advanced composites, aluminium hatches and telecommunications covers nationally throughout Australia and the Asia Pacific Region.

You will develop strategies to maximize sales and drive business growth.

Working closely with the sales executives in every state, you will develop sales strategies to give them sales traction into selected accounts and new accounts you have made the initial inroads with.

You will provide technical sales support as they require. Making joint visits when necessary. You will also oversee specific accounts as your own. You will be a team player bringing together, management, technical support, customer service & marketing.

This is an exciting, end-to-end role, which will allow you to apply your strong civil background, sales experience, commercial thinking, stakeholder management and problem-solving ability, to drive business growth and influence the markets of composites, aluminium hatches and telecommunication covers. With proven experience you will branch into also growing our extensive range of ductile iron castings and galvanised mild steel covers & grates.

The Product Specialist must be able to travel extensively both nationally as well as support any international opportunities that may arise in the Asia Pacific Region.

To assist you in this task, you will be able to tap into the international EJ family around the globe, where you will find friendly EJ employees who will share their knowledge with you.

This role will report to the National Sales Manager.

### **Principle Duties**

- Represent EJ Australia in positive and professional manner utilizing the Mission, Vision, Values.

Specifically relating to the product group: Composite Covers, Aluminium Hatches and Telecommunication Covers:

- Increase sales nationally and drive sales growth in the branches of the product group.
- Sell proactively and independently into new and existing client base.
- Work with the sales executives in the branches to close opportunities.
- Maintain existing approvals and gain new approvals to grow the acceptance and sales of this product group.
- Gain specification of EJ products by conducting presentations to consulting engineers and government authorities.
- Research and analyse the market for each product class including competing products, features and benefits, competitor actions and industry trends.

- Gain in-depth understanding of potential client's business requirements, technical requirements and competitive landscape.
- Work directly with customers to ensure the best solutions are found.
- Educate customers and potential customers on EJ's solutions in the field of composites, aluminium hatches and telecommunication covers.
- Maintain market and competitive knowledge to ensure credibility with customers.
- Work with EJ's global technical resources to deliver fit for purpose solutions to customers.
- Build technical and business relationships with potential customers of these particular products.
- Provide technical sales support as required. Making joint visits with branch sales executives when necessary.
- Travel to clients and branches across Australia as necessary.
- Any other reasonable duties as required.

### **SAFETY RESONSIBILITIES**

Our number one value is "Safety and Security", showcasing the value of our employees and the desire to make EJ a safe place to work. Each generation has maintained this belief and we see this daily in all our work locations.

Together, we are committed to work safe, to watch out for one another, and to continually look at ways to reduce or eliminate risk within our operations. EJ has also set a high standard for safety, by setting goals and working hard to go beyond what is simply required, but what is best for our employees.

- Take reasonable care for your own health and safety
- Take reasonable care that your acts or omissions do not adversely affect the health and safety of other persons
- Take ownership of safety in your area and other business areas

Safety is a core value

#### **Our Safety Beliefs**

- A zero accident workplace is possible.
- All injuries are preventable.
- All risks can be controlled.
- All employees watch and care for one another.
- We are always improving.



#### **Skills and Attributes**

- Minimum of 5+ years technical sales experience in a relatively similar field
- Able to write reports and present to a professional standard
- Proven history of achieving/exceeding set targets
- Ability to build strong rapport across a broad customer and peer base
- A Team player, driven to contribute to the bigger picture
- The ability to communicate business benefits at both high level and a detailed level.
- The ability to tailor communication style to meet the audience's needs.
- A great communicator able to provide technical information to all levels of customer.
- Excellent time management and personal organizational skills;
- Ability to work without close supervision
- Strong attention to detail
- Proficient at Microsoft Office and Excel
- Ability to demonstrate effective interpersonal and influencing skills

Your personal qualities will be professional, enthusiastic and proactive.

This is an exciting opportunity to be a part of a dynamic business where you are valued as a team member.

To the right candidate, we offer a great working environment.