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Job Description – Technical Sales Manager - Perth			1 of 3
1.0	30 May 2022	First issue	

1 Purpose of Position

We are seeking a talented Technical Sales Manager to join the sales team at BlueZone Group Australia.

The Technical Sales Manager will be performing the technical sales and project activities of the company to ensure sustained growth in client base, solution offerings, revenue and profit in accordance with company quality management system

2 Context of Position

BlueZone Group supplies and sustains Remote and Autonomous Systems (RAS) for maritime applications in Australia and New Zealand. Further, BlueZone maintains key partnerships with international leading OEMs supplies quality marine and subsea products and services to offshore, oceanographic, hydrographic, energy and defence communities.

The position plays a major role in providing technical sales of existing and new BlueZone Group agencies represented in Australia and New Zealand.

Key Interfaces within BZG:

- Sales Manager
- BlueZone Group Sales Team
- Other BlueZone Group Staff

Key Interfaces outside the company:

- Client staff
- Supplier staff
- Subcontractors
- Quality Auditor staff
- Visitors

This position is a full-time position in our Perth office.

3 Reporting Relationships

You would report to the BlueZone Group Sales Manager

4 Work Related Outcomes

REQUIREMENTS	EVIDENCE
Provide Sales and Marketing input into the year's strategic plan/rolling forecast. Communicate long term goals to staff.	Staff well informed of the longer-term strategies of the Company. Strategic plan reflects current and future market projections
Carry out sales and marketing visits and liaise with existing customers to secure new and ongoing work. Other sales and marketing visits outside of your location, other states and overseas as directed by the Sales and Marketing Manager	Continued company growth in products and services. Actively promote products to existing customers. Seek out new suppliers that complement existing product lines. Seek opportunities to collaborate on larger bids with other SME suppliers
Identify new clients and opportunities and secure new customers and work.	Broadening client base with an increasing company revenue and profit.
Assist with new product lines and market development and promotion.	Commencement of, and specialisation in sales and services of new product lines with growth over time. Commencement of, and specialisation in a commercial market segment with growth over time. Market segments may include, but are not limited to Energy/Renewables, Oceanographic Water Resources
To stay ahead of the company's competitors by being able to offer innovative and well-engineered solutions at competitive rates.	Striving for continuous improvement by thorough analysis of all activities on completion to identify areas for improvement and taking appropriate action. Active monitoring of competitors and competing systems and products. Formulating defensive strategies as required in conjunction with the BZG sales team.
Preparing company general quotations or tenders in accordance with the company authority matrix in timely manner. For complex quotes must involve engineering and/or technical workshop for defining work scope, lead time and cost.	General quotation issue less than 48 hours from customer enquiry with good success rate. Tenders submitted in accordance with customer requirements with a high bid success rate.
Participate and contribute to continuous improvement company activities, systems, and processes.	Contribution to company improvements systems and processes Actively participate in improving business processes and eliminate waste from what we do and how we do it (LEAN program)
Compliance with all Occupational, Health and Safety, and ISO9001 Quality Assurance / Quality Control company policies, systems, and procedures.	Comply with traffic and walkway management during forklift operations. Comply with Hydrostatic Test safety requirements during operation. Comply with our ISO9001 QA/QC system and new policies and procedures. Comply with all OHS policies, systems, and procedures.
Other duties as directed.	Demonstrate a willingness to take on other duties as their own work commitments may fluctuate from time to time.

5 Selection Criteria

5.1 What Qualifications are required?

Sound understanding of Maritime and Subsea products and services to the offshore, oceanographic, hydrographic, scientific and defence communities.

A degree/diploma in marketing and/or technical sales qualification is desirable.

Project management experience and/or qualification desirable.

5.2 Must Have Attributes

Attitude of care and thoroughness towards assigned tasks

High degree of attention to detail

Good written & oral communication skills

Experience in using spread sheets, Microsoft Project, and other MS Office products

5.3 What level of experience is required?

Sound understanding and experience in sales and marketing in Defence, Oceanographic, Hydrographic, Offshore diving and ROV communities within Australian and International markets. Also, the applicant is desired to have 4 years relevant experience with at least 2 **years' experience** in a similar role.

5.4 What type of person is required?

The successful applicant will be a professional, confident, self-motivated and self-disciplined person with good communication, interaction and business ethics skills who is a well organised achiever able to perform at a high level with minimal supervision.

Ideally the hours of work are 8.00 am to 4:30 pm Monday to Friday.

The person must also be prepared and willing to work after hours as necessary to achieve the required outcomes of the position.

Some interstate and overseas travel is required from time to time.

Must have a car driver's licence.

Must have a valid passport.

Must be fully vaccinated from COVID-19 or have an approved reasonable accommodation based on local legislation.

5.5 What skills are required?

General

- Good oral and written communication skill to people at all levels.
- Problem solving and decision-making skills.
- Negotiating – able to achieve an equitable outcome.
- Strong interpersonal skills and extremely resourceful
- Proven ability to complete projects according to outlined scope, budget, and timeline.
- Able to co-ordinate workload and set priorities in multitask environment and able work under pressure and meet deadlines.
- Work in a team.

Computer Skills

- Computer literate – Microsoft Office suite
- Familiarity with Enterprise Resource Planning systems desirable
- Experience with Business 365 desirable.