

Technical Sales Specialist – Crestmead, Queensland!

Looking for a new challenge in your career?

- Are you a **Valve Expert** with a Passion for Sales?
- Are you a **Sales Expert** with a Passion for Valves?
- Do you thrive on building relationships and exceeding expectations?
- Welcome to the world of Valves – where every turn brings new possibilities, and every flow brings new opportunities. Step inside, if your ready to dive into an exhilarating role and let the journey begin!

About Us:

Welcome to John Valves an industry leader with our precise engineering and unwavering reliability. Our valves stand as guardians of efficiency, safety and productivity and have been working in our customers facilities for over 127 years. Valves come in all shapes and sizes from the humble ball valve to the complex control valve, each designed to meet the unique demands of its environment.

John Valves is not just a company – we're a powerhouse in the Valve industry, the unsung heroes of countless industries, quietly ensuring the smooth flow of liquids, gases and beyond. From intricate mechanisms that regulate water in our homes to the colossal Valves that tame the power of industrial machinery, these devices are the backbone of modern civilisation. We are revolutionising the way Valves and related supplies are provided across Australia. With a legacy of excellence, we're known as the go-to Valve manufacturers and suppliers, offering cutting-edge design services, unwavering engineering support, and unmatched selection advice.

We are currently seeking a motivated and experienced **External Technical Sales Specialist** to join our team at **John Valves**, as we continue to expand our presence and services across Queensland. This is an excellent opportunity to step into a key role, following the departure of a long-standing team member, and help drive the next phase of growth for our valve solutions business.

As part of our revitalised and forward-thinking sales team across Australia, you will play a critical role in maintaining and growing our valued customer relationships in Queensland, identifying new business opportunities, and delivering expert technical solutions across various industries.

If you're a proactive sales professional with a strong technical background and a passion for customer service, we invite you to be part of our journey — helping us shape the future of valve services in Queensland

Role Overview:

As the Technical Sales Specialist, you'll be at the forefront of our mission to deliver exceptional Valve solutions to customers throughout Queensland. You'll be the driving force behind our growth, forging strong connections and igniting excitement about our products

and services to new and old customers alike. You will assist in our customers feeling empowered, reassured and inspired when they engage with our Valves. They will experience a sense of confidence knowing that they are partnering with a trusted industry leader committed to excellence and innovation. You'll need to be comfortable with being held accountable and open to growth and development of new skills...Particularly interpersonal skills.

Key Responsibilities:

- Expand market awareness of our products and our industry experience by communicating features and benefits of our products and services effectively
- Grow sales through professional communication with existing and potential clients
- Manage and interpret customer requirements – speaking with clients to understand, anticipate and meet their needs
- Build enduring relationships with existing clients while blazing a trail to new opportunities.
- Communicate sales or service opportunities and customer concerns or suggestions
- Identify and resolve client concerns recommending a course of action to alleviate there concerns in the future
- Maintaining records of customer communications and contact information as required, including future plans
- Maintain and expand upon current John Valve product knowledge
- Submit sales status reports as required
- Hit the ground running with structured customer call cycles and strategic visit plans.
- Collaborate seamlessly with our engineering team to ensure flawless project Valve execution.
- Keep meticulous records of your interactions and sales progress.
- Keep ahead of industry trends!
- Shine a spotlight on our achievements with regular, high energy sales status reports.

About You:

To thrive in this role, you'll need:

- A fiery passion for sales and a solid grasp of valve technology or related industries
- A track record of exceeding sales targets and delighting customers with enthusiasm
- The drive to take ownership of your role and make a real impact for John Valves
- Outstanding communication skills and the ability to connect with anyone you meet
- A collaborative spirit and the willingness to roll up your sleeves and get things done
- Impeccable organisation and time management skills, with an eye for detail
- Confidence in your technical Skills, including Microsoft Word, Excel, Outlook and other Software programs.
- A valid driver's license and the willingness to hit the road and spread the word about John Valves

For a copy of the Position Description contact lynnes@johnvalves.com.au or 0435 086 681.

All applications will be handled with the utmost care and confidentiality.

We are passionate about providing equal employment opportunities and embracing diversity to the benefit of all. We actively encourage applications from all backgrounds.