

Sales Engineer – Melbourne (VIC)

Position Summary:

Rectifier Technologies is a leading provider of advanced power electronics and industrial rectifier solutions. We are seeking a motivated **Sales Engineer with an electronic engineering background** to drive sales, expand our market presence, and provide technical expertise to our clients across industrial, commercial, and infrastructure sectors. This role blends technical knowledge with business development, focusing on identifying profitable opportunities, delivering tailored electronic solutions, and building strong client relationships.

The successful candidate will engage with both existing and new customers, ensuring Rectifier Technologies is the trusted partner for reliable power conversion and control solutions.

Key Responsibilities:

- Develop and execute sales strategies to achieve targets within Australia and overseas.
- Identify and engage potential clients across industrial, commercial, and infrastructure sectors.
- Prepare and deliver **technical sales presentations, proposals, and quotations for electronic equipment and power systems.**
- Provide product selection guidance and technical solutions tailored to client requirements.
- Build and maintain strong relationships with consultants, contractors, and direct clients.
- Coordinate with service and engineering teams to ensure seamless delivery and customer satisfaction.
- Track sales pipeline, generate forecasts, and maintain accurate records of account activities.
- Stay informed on industry trends, competitor offerings, and emerging electronic technologies.
- Work under and report to the GM.

Key Selection Criteria:

- Minimum 5 years' experience in technical sales, preferably in **power electronics, industrial electronic equipment, or systems engineering.**
- Proven track record of meeting or exceeding sales targets.

- Strong **technical aptitude in electronics**, with the ability to understand, explain, and propose complex electronic solutions.
- Excellent communication, negotiation, and presentation skills.
- Self-motivated with strong problem-solving skills and the ability to work independently.
- Familiarity with CRM tools (Salesforce or similar) and Microsoft Office Suite.
- Willingness to travel within Australia and sometimes overseas as required.
- **Bachelor's degree in electronic engineering or related discipline**, power electronics major preferred, or equivalent industry experience.

Core Competencies:

- Strong customer focus and commitment to delivering power electronics solutions.
- Ability to analyse client needs and provide innovative, practical solutions.
- Excellent organizational skills and attention to detail.
- Team player with a proactive, can-do attitude.
- Adherence to safe work practices and company policies.

Additional Information:

- This role is based in Melbourne and offers opportunities to work on cutting-edge industrial electronic projects.
- Applicants must be eligible to work in Australia and hold a valid passport.
- Pre-employment checks including medical, and police background check may apply.

To Apply:

Please submit your resume to email: mail@rtl-corp.com