

A recruitment banner with a dark background and a white circle on the left. The circle contains the text 'JOIN OUR TEAM' and 'WE'RE HIRING!'. To the right, the text 'Business Development - Internal Sales' is followed by a bulleted list of three points: 'join a great team culture in a dynamic hydraulics/engineering company', 'leverage your technical and customer service skills', and 'excellent salaried position'. At the bottom right, the website 'totalrockbreaking.com.au' is listed, and at the bottom center, the roles 'HYDRAULIC ATTACHMENT SPECIALIST | SMART BOOM TECHNOLOGY' are mentioned.

## Business Development – Internal Sales

This is an exciting role for a customer focused person with mechanical skills looking for a career in business development within the construction and mining support industry.

### The Company:

Total Rockbreaking Solutions (TRS) is acknowledged as the leading provider of excavator and skid steer attachments, fixed rockbreaker boom systems and automation systems to the WA mining and construction industry.

### The Role:

You will be working alongside the Sales Manager and a Spare parts/Tools sales team and Equipment Hire team to build customer relationships and manage all aspects of the capital equipment sales.

As the successful candidate you will be responsible for maintaining regular contact with our major customers to build loyalty and generating new business through identifying growth markets and producing a strategic plan for increasing revenue.

By proactively liaising with customers, working closely with the Sales Manager, Parts Manager and workshop personnel, and ensuring accurate and timely delivery of equipment to our customers, you have a pivotal role in TRS to maintain high levels of customer satisfaction and optimise sales.

You will need to fully understand your customers' challenges in order to accurately find solutions for their attachment needs.

### The Candidate:

To be successful for the role, you must have the following skills, experience and qualifications:

- Experience in sales or in a mechanical role - attitude is key, product and sales training will be provided if required
- Mechanical aptitude
- Passion for customer service and a 'can do' attitude
- Problem-solving skills
- Excellent verbal and written communication skills and confident in approaching people face-to-face and over the phone
- Proactive, self-motivated and able to complete work in a safe and efficient manner
- Organized, able to multitask and meet deadlines
- Work well independently as well as part of a team
- Intermediate to advanced MS Word, Excel and Outlook skills
- Proven commitment to safety and ideally, have a current Work Health and Safety Card
- Ability to pass drug & alcohol and pre-employment medical

For more information and to apply:

Contact Jeff on 1300 921 498 or 0417 451 401 to discuss the role in more detail.

To apply, send your resume and cover letter to [hr@trswa.com.au](mailto:hr@trswa.com.au)

Closing date for applications: Friday, 9<sup>th</sup> of August 2024.

We thank all applicants for their interest however, only those under consideration will be contacted.