

Sales Application Engineer

About Us

For 50 years, Air Radiators has been a top-tier company dedicated to the design and manufacture of heat transfer solutions. We work with major customers in the mining, railway, defence and government sectors, and we have a solid reputation for providing our customers local and globally with quality products and service.

As part of Adrad Holdings Limited, an ASX-listed business with headquarters in Adelaide, we have over 300 employees spread across Australia and Thailand. Operating as a group, we are a market-leading, vertically integrated designer and manufacturer of Original Equipment (OE) industrial radiators and cooling systems for high-end applications that shape the direction of heat transfer solutions in the future. Join us today and build a career you can be proud of.

About the Role

Reporting to the Applications Manager, this role combines a blend of both commercial and technical expertise. Working within the sales team this role provides engineered solutions ensuring our customer needs are met in a timely manner.

The successful candidate can be based in Lara or Adelaide, and your responsibilities are

- Receive and action sales enquiries (both from new and existing customers)
- Work with customers to capture the relevant and required technical and application data
- Use company thermal selection software to develop technical solution
- Apply applicable standards relating to process industry (For example, AS1210, ASME...)
- Interact with customers in developing most appropriate solution
- Prepare cost estimates for proposed solution(s)
- Prepare quotations based on approved cost estimate
- Follow up quotation with customer and negotiate with customer to placement of order
- Appropriate customer visits and represent the company at sales and trade conventions
- Strengthen relationships with existing and potential customers
- Identify and develop new opportunities within existing and new customer base

About You

- Strong communication skills (verbal and written)
- Customer service orientation
- Ability to work as part of team
- Strong computer skills (Microsoft Office, Pronto)
- Attention to detail
- Mechanical Engineer (trade or degree) with experience in sales and manufacturing industries
- Valid passport

How to Apply

Please submit your resume and cover letter to recruitment@airrads.com.au with Sales Application Engineer in the subject line.