



Brightwater is one of Australasia's leading EPC[M] engineering providers offering mechanical/electrical engineering solutions across several sectors throughout New Zealand and Australia. With a focus on delivering value to the Minerals & Resources, Industrial Energy, Quarry, Forestry and Industrial Water Treatment sectors we are currently looking for an experienced, suitably qualified, technically and commercially astute person to fill the following key role:

### **National Sales Manager - Australia**

- Melbourne Based
- Technical Sales Focus
- Materials Handling/Mechanical Engineering Solutions Background Preferred

The Australian National Sales Manager will provide technical sales solutions expertise and leadership to the Australian sales function for Projects and Engineering. Fundamental to the success of the role is the promotion of Brightwater's capability specifically in delivering mechanical and electrical engineering solutions across several sectors. As a result we are looking for a person who can demonstrate a strong mechanical and/or electrical background specifically in selling relevant technical solutions to a strong client network. While Brightwater has a relatively strong existing client base on the East Coast of Australia, this position will be pivotal in strengthening our current client relationships and building a portfolio of new clients and opportunities throughout this geographical area.

To be successful in this role you will be able to demonstrate the following skills and experience:

- Must hold a relevant tertiary qualification preferably within Mechanical Engineering
- A record of achievement in selling technical solutions in a comparable sales role
- The ability to develop strong client relationships, provide fit for purpose technical solutions and secure multimillion dollar sales opportunities
- Demonstrate technical, commercial and sales acumen relevant to the position
- Have experience in developing a strong technical sales team
- Possesses a high standard of advocacy, negotiation, and facilitation skills

In this newly established role, the National Sales Manager - Australia will have a significant impact on the continued growth of our Australian operation. Reporting to the Business Development Manager based in New Zealand, the role will be relatively autonomous and therefore motivation to further enhance our presence on the East Coast of Australia will be vital to its success.

All applications will be treated in the strictest confidence.

To apply please send your application to [dylan.adams@brightwater.co.nz](mailto:dylan.adams@brightwater.co.nz) or for more information contact Dylan on 0064 3 543 5300. Applications close at 5.00pm, Wednesday 6<sup>th</sup> August 2014.