



Brightwater is one of New Zealand's leading engineering solutions companies offering full turn-key solutions throughout New Zealand and Australia. We are currently looking to employ a suitably experienced and skilled person into the following key role:

Sales and Product Manager

- Forestry Sector Focus
- Tower and Swing Yarders – Grapples – Gold Screens.....
- Preferably Nelson Based

We are currently seeking a suitably qualified, skilled and experienced person to join our Manufactured Products business unit in the new role of Sales and Product Manager. Reporting to the Manufactured Products Manager this position will be instrumental in leading the sales and product delivery of new and existing products, working closely with clients to better understand their requirements and to assist in driving innovation.

To be successful in this critical role, you will possess the following attributes:

- A responsible and proactive attitude to Health and Safety
- A minimum of 5 year's experience within heavy machinery products & sales, primarily in the forestry sector
- Experience in proposal documentation preparation and estimating would be advantageous.
- Strength in building relationships with existing and new clients
- Ability to seek out and understand opportunity for innovation within the forestry sector
- Strong communication skills - both verbal and written
- Effective planning, time management and commercial acumen
- Can demonstrate a professional outlook including strong team working ethic

Brightwater is highly motivated to assist the Forestry Industry in delivering machinery that can both increase productivity and have a game changing impact on safety within the sector. The Sales and Product Manager will be fundamental to the innovation, sales and delivery of products to the industry. Living in Nelson provides a great lifestyle with an abundance of outdoor opportunities, great schooling, and a great climate. While the role will require a high degree of motivation and will include some domestic and international travel, the Tasman region is a great place to call home.

Only applicants with the right to work in New Zealand will be considered.

Applications close: 5.00pm Friday 28th March 2014

All applications will be treated in the strictest confidence and should be sent to careers@brightwater.co.nz. For further information contact Dylan Adams on 035435300