



Compressed Air & Vacuum

Sales Engineer – Palmerston North

Ash Air has been trading in New Zealand for over 40 years. We are a leader in our field, with 13 locations nationwide, a supportive head office, and a team who are passionate about the performance of New Zealand's air compressors and vacuum pumps.

We have an opportunity for a Sales Engineer to join our dynamic, dedicated, and friendly team!

Your mission

- Your mission is to grow the sales revenue of the branch providing technically and commercially sound solutions to your customers in the Palmerston North and surrounding regions.
- You will develop your customer base in your territory and bring revenue to the company. At the same time, you will be making an impact in the industry, resulting in reduced energy consumption and the best uptime.
- At Ash Air you will be empowered to make a difference being in the front line, with the best support of a highly dedicated and efficient technical and marketing team.

Day to day you will make a difference by...

You will be developing rapport and talking your customers' language to gain credibility whilst identifying new business opportunities and nurturing existing customer relationships.

You will be delivering technical knowledge to your customers about our range of products and services. Responding to sales enquiries, preparing quotes, closing sales and maintaining your customer database are a part of your day-to-day tasks; which will be carried out at a professional level of service.

The person we are looking for will have...

- The ability to liaise with a range of customers; Be an active listener and an excellent communicator with a strong command of the English language
- Have a competitive streak that makes you want to perform your best
- You are flexible and adaptable, and able to respond swiftly to your customers' needs
- Ideally, you will have an industrial sales and engineering background with a high level of general administration, reporting and computer literacy (Microsoft Office, Salesforce, Proposify)
- A full, clean driver's license is a must

People. Passion. Performance.

Ash Air
Po Box 40080, Glenfield
Auckland, 0747
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Tel: 0800 274 247
Email: help@ashair.co.nz



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- A competitive remuneration package, including medical insurance to attract and retain a top-level candidate. Support and training to get you not only up to speed but excelling at your role.
 - A genuine interest in your personal development and monthly structured meetings to manage your mission and goals.
 - Support and empowerment for you to effect positive change in the way we do things and make us better at what we do.
 - Hours are Monday to Friday, 8am to 4.30pm.
 - Off street parking.
 - You must have the right to live and work in New Zealand.

Our people are our strength. Here at Ash Air, we welcome and encourage applications from people with a diverse variety of experiences, backgrounds and identities. We are committed to equality of opportunity and encourage a committed, responsible and conscientious person to apply to join our supportive and dedicated team.

Join our team and apply today!

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