



# Spectrometer Technologies

United Spectrometer Technologies (Pty) Ltd trading as Spectrometer Technologies | Reg: 2017/127586/07

## JOIN XRF MARKET LEADER

### External Sales Representative (Handheld XRF Specialist)

An existing position is available for a Product Specialist marketing and selling industry leading XRF handheld product.

Product specialist will be responsible for achieving the maximum profitable unit sales of the company's products in the assigned territory through full coverage of all existing customers, new customer leads and through the identification of new customers. These will include markets covering precious metal industry, scrap metal industry, PGM/alloys related companies, mineral refineries and petrochemical industry within the territories allocated.

One position is based in Gauteng and requires willingness to travel countrywide (Position requires at least 1 out of town trip a month). Further position will be to grow markets within East and Central Africa. Initially based in Gauteng with expectation to relocate within East and Central African country

Ongoing product training is provided.

#### Skills Required:

- Strong sales and negotiation skills. Ability to know how to close the DEAL.
- Good knowledge and experience of XRF analysis (will be advantageous).
- Strong communication and interpersonal skills
- Good Presentation and Computer skills (MS Office/MS Excel/PowerPoint presentations)
- Ability to develop new territories and identify new industry opportunities.
- Positive attitude, work independently, passionate about sales, fast learner
- Results orientated with a winning attitude and passion for success
- Language and Writing skills : Fluent English and Afrikaans

#### Requirements

- Chemical Diploma or BSc Degree (would be an advantage)
- Must at least have previous proven sales experience (advantageous if have industry experience)
- Own Reliable vehicle with valid Driver's License

#### Compensation

- Market related Basic, Provident Fund, Car allowance, Fuel allowance, Phone allowance
- Excellent Commission incentives, for monthly unit sales made.

Please email your CV to [recruitment@ustech.co.za](mailto:recruitment@ustech.co.za) with contactable references and why you will make a success of this position.

Due to the high volume of applications should you not receive feedback within 5 days then please consider your application unsuccessful.

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