



# In touch with customers in touch with success.

## The Company ifm electronic Pty (Ltd)

"Our employees represent the biggest asset of our company. The potential of this asset also determines ifm electronics' power and thus determines our success." (Extract from ifm' company philosophy).

The German company ifm electronic is a leading manufacturing and distributing company-supplying products to the automation industry. Having more than 6000 staff worldwide we are present on an international level, in more than 70 countries. ifm combines the internationality and innovative strength of a growing group of companies with the flexibility and close customer contact of a medium-sized company.

The automation range includes inductive and capacitive proximity switches, photoelectric switches, safety light curtains and industrial camera devices, the process control devices include flow, pressure and temperature monitors, transmitters etc. Networking products are ASi based and have gateways to Bus systems on a higher platform or Ethernet. IO-Link our sensor network solution for Industry 4.0. Condition monitoring (RTM) of machines is also in the scope of equipment that we offer.

The S.A part of ifm electronic is a totally owned subsidiary of ifm electronic (gmbh) in Germany. IFM Electronic South Africa has been in operation since March 2008 and to date employs over 57 people. Locally our Head Quarter is based in Pretoria, with branches and sales offices in most major centres throughout South Africa.

## Tele Sales Engineer Gauteng Sales Department

Your profile is characterised by a diploma or higher, in the Electrical or Instrumentation fields. You must have already gained industrial work experience in the field of automation or process control and have in depth knowledge of the industry. Experience in sales is not a requirement but could be an advantage, similarly proficiency with MS Office products and Lotus Notes. Good understanding of the working of the social media platforms like Twitter, Facebook, LinkedIn.

You must have a likeable character and be conscious as regards to your presentation of yourself, with a professional attitude to all aspects of your life and career. Have the ability to present concepts in an understandable way to people via telephone. You should be committed and innovative, highly self-motivated to be able to work with minimal supervision, have ideas, want to set and achieve ambitious goals.

Your task: Working for the Gauteng Sales department you will be responsible for provision and transfer of information regarding products, applications, technical solutions and technology to our customers and colleagues. Your committed and goal-oriented approach to work and your knowledge on how to ideally implement the company's interests within the framework of your task, taking into account the customers' needs is paramount to success in this position.

The future with ifm electronic would mean working for a large international company with a leading and innovative product line of many years standing. An exciting future with Industry 4.0 at the forefront of our vision. Stay at the leading edge of technology.

### Duties

1. Telesales-Current and new client base
2. Direct Marketing.
3. Technical assistance to customers and colleagues.
4. Look after and build Demo equipment as required.
5. Ensure knowledge of all products is at a high level.
6. Assist with functions and Trade Shows.
7. Updating CRM (Lotus Notes) and all other reporting that is required.
8. Setup individual strategies.
9. Training and presentations to staff.
10. Meet Assessment criteria.
11. Update and continuous setup-marketing material.
12. Update marketing client portfolio.
13. Monitor marketing results.
14. Continuous improvement.

**Area of responsibility** South Africa. Based at the Pretoria HQ

**Reporting** to the Sales Manager Gauteng

**The starting date.** Negotiable.

**Remuneration.** Includes fixed salary, commission, bonus structure, non-contributory provident fund.

**Leave.** 15 working days per annum growing to a maximum of 25 days according to company policy.

**Closing Date: 31 July 2018**

**Forward CV's to**  
olivia.msiza@ifm.com

**ifm – close to you!**