

# Stormwater Sales Engineer – NSW and ACT

**Company:** Cubic M3

**Location:** Sydney, NSW or Melbourne, Victoria



A fantastic opportunity has arisen to join a growing sustainable stormwater business.

We are looking for a Sales Engineer or Sales Consultant to join our team in the NSW Region.

The person we are seeking will ideally have previous exposure to the stormwater industry or a technical sales environment. Experienced technical sales people or graduates in a relevant discipline such as engineering are strongly encouraged to apply.

Full product training and the support of a strong mentor will provide you with a soft entry into what will quickly develop into a varied and highly satisfying career in the stormwater industry.

Responsible for NSW and the ACT, the position will be based in Sydney or alternatively Melbourne if you have a willingness to travel extensively.

## Job Description Summary

The Sales Engineer will be responsible for the promotion and selling of Cubic M3 engineered stormwater products in the NSW Region. This includes Sydney, Canberra, the ACT and rural NSW.

The role involves developing relationships and presenting to existing and prospective customers to grow sales. As a Sales Engineer you will become a product expert and will develop new sales channels and customer relationships.

You will be a motivated self-starter while working in a team atmosphere utilising the internal support structures to provide excellent customer service. The role will oversee delivery and installation of stormwater products to ensure any customer issues are dealt with promptly and resolved. We pride ourselves in excellent customer service and highly value our customer relationships.

This position reports to the company General Manager.

## Responsibilities

- Effectively manage the region with a strong focus on revenue generating strategies and overall growth.
- Meet with engineers, via calls and lunch and learns, to generate specifications and sales.
- Meet with contractors and decision makers to generate sales growth.
- Locate and work opportunities within region to generate sales.
- Interaction and cooperation with Cubic M3 head office in Melbourne.
- Use Cubic M3 CRM to issue quotations
- Must be able to problem solve and resolve issues in a timely manner.
- Technically competent in the promotion and sale of entire stormwater product offering.
- Reviews and analyses construction plans, specifications, proposals, and other documentation.

- Awareness of competitive products, pricing, and trends.
- Submit requested reports, forecasting, and territory summaries in a timely manner.
- Travel required by car and/or air

### **Key Qualities Required**

- Bachelor's Degree or equivalent combination of education and experience. Engineering degree preferred.
- Strong technical aptitude with knowledge of common construction and jobsite practices
- Proficient in basic Microsoft Office Programs (Word, Excel, Outlook, PowerPoint)
- Knowledge of how to read and interpret shop/engineering drawings
- CAD skills are beneficial but not essential
- Self-disciplined and motivated
- Comfortable working independently and has great initiative
- Strong interpersonal and organisational skills are necessary to maximise time and track progress within the region.
- Positive can-do attitude
- Works well under pressure
- Strong communication skills
- A team player
- Achieves results with integrity
- Experience in sales, estimating, or project management
- Experience in the stormwater and/or rail industry preferred

### **What Cubic M3 Offers You**

- A culture that values opportunity for growth, development, and internal promotion
- Competitive base pay
- Superannuation
- On-the-job training and mentoring

### **About Cubic M3**

The Cubic M3 Group is a premier supplier of stormwater management products and sustainable environmental solutions.

Backed by state-of-the-art engineering and technical support, our products uphold local and international design standards to achieve the required factors of safety.

Our customers include government, leading infrastructure companies, rail corporations, builders, plumbing specialists and major global corporate clients.

Having installed advanced drainage systems across Ireland, Australia, the UK, and the Middle East for over two decades, our team of engineers have an unrivalled depth of knowledge.

Our people have the qualifications and experience to provide engineering advice on pipeline design, product selection, installation and cost-benefit analysis.

Cubic M3 offers innovative stormwater detention, retention and filtration systems.

Our products include StormTech arches, ADS N12 high density polyethylene (HDPE) pipe, FlexStorm, Nyloplast, irrigation pipe and rain water storage tanks.

We are Australian owned and operated. The group has offices in Ireland, the UK, the Middle East and Australia.

**Send applications to [jobs@cubicm3.com.au](mailto:jobs@cubicm3.com.au)**

**For more information go to [www.cubicm3.com.au](http://www.cubicm3.com.au)**

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