

## Internal Sales Engineer

- **Secure and permanent role**
  - **Based in Lara**
  - **Market leading Australian manufacturer**
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Air Radiators is an award-winning Australian Manufacturer, committed to the design and delivery of Heat Exchange and fan solutions across diverse markets both domestic and international. With significant growth opportunities, we are looking for an Internal Sales Engineer, to further service their clients and continue market growth.

The successful candidate will engage with our customers and have their problem-solving skills stretched by working with our customers to develop solutions to meet their requirements and position them with a competitive advantage. A key to your success will be your ability to understand diesel engines and the willingness to learn the growing influence BEV and Hydrogen Fuel will have on the Heavy-duty Industrial market.

### **Key responsibilities include, but are not limited to**

- Engaging with our customers to capture required technical and application data
- Undertake heat load calculations, selection, and equipment sizing
- Preparation of proposals for submission
- Proposal follow up and negotiation with customer through to placement of order
- Strong teamwork skills and the ability to self-manage
- Ensure work is completed accurately and to a high standard

### **Key skills and experience required**

- Mechanical Engineering Qualifications (degree or trade background)
- A "can do" attitude
- Exceptional People Skills
- A goal focused; results driven nature
- To be the type that takes pride in their ability to problem solve and think your way through problems
- An unstoppable desire to make your mark
- The desire to progress your career

### **Applications**

**Email to:** [recruitment@airrads.com.au](mailto:recruitment@airrads.com.au) with **Internal Sales Engineer** in the subject line.

