

Sales Application Engineer

About Us

For 50 years, Air Radiators has been a top-tier company dedicated to the design and manufacture of heat transfer solutions. We work with major customers in the mining, railway, defence and government sectors, and we have a solid reputation for providing our customers local and globally with quality products and service.

As part of Adrad Holdings Limited, an ASX-listed business with headquarters in Adelaide, we have over 300 employees spread across Australia and Thailand. Operating as a group, we are a market-leading, vertically integrated designer and manufacturer of Original Equipment (OE) industrial radiators and cooling systems for high-end applications that shape the direction of heat transfer solutions in the future. Join us today and build a career you can be proud of.

About the Role

This is a senior role combining a blend of both commercial and technical expertise. Working within the sales team this role provides specialist technical advice and assistance at point of customer contact. The core competency of this role will be Product solution. The Application Engineer will also undertake specialised projects.

The successful candidate can be based in Lara or Adelaide, and your responsibilities are

- Application Engineering - receive and action sales enquiries (both from new and existing customers), working with customers to capture relevant and required technical and application data
- Costing - Prepare cost Estimates for Proposed Solutions
- Sales – interacting with customers through the sales process, preparing quotes and following them through to order.
- Customer Management - Strengthen relationships with existing and potential customers
- Identify and develop new opportunities within existing and new customer base

About You

- Mechanical Engineer (trade or degree) with experience in sales and manufacturing industries
- Strong communication skills (verbal and written)
- Customer service orientation
- Ability to work as part of team
- Strong computer skills (Microsoft Office, Pronto)
- Attention to detail
- Valid passport

How to Apply

Please submit your resume and cover letter to recruitment@airrads.com.au with Sales Application Engineer in the subject line.