



Postal & Physical Address: 48 Marconi Road, Montague Gardens, Cape Town, 7441
Tel: 021 551 2490 Email: info@southernpumps.co.za Reg No: 2003/006331/07 Vat No: 4400207850

Job Title: External Technical Sales Engineer

Company: Southern Pumps SA (Pty) Ltd - Dynamic Pump Manufacturer and Distributor in South Africa

Location: Cape Town Branch

Job Type: Full-time, Permanent

Job Description:

We are seeking a motivated and experienced External Technical Sales Engineer to join our team in Cape Town. The ideal candidate will be responsible for managing and developing business, focusing on providing exceptional customer service and increasing sales margins. This role involves working closely with clients to understand their needs, providing technical expertise on our products, and ensuring timely and accurate processing of quotations and orders. The candidate should possess strong communication and problem-solving skills, as well as the ability to read and understand technical drawings and product data sheets.

Key Responsibilities:

- Manage and develop business to increase sales margins and meet budget requirements.
- Provide high-level customer service related to product sales, including accurate and timely processing of quotations and orders.
- Maintain and build relationships with customers through effective communication and client liaison skills.
- Record, analyse, report, and administer sales activities using CRM systems.
- Attend regular client visits to aid in business development.
- Read and understand technical drawings and product data sheets.
- Handle all aspects of sales, including obtaining enquiries/tenders, putting together quotations, and converting to orders.
- Provide support and training on pumps and associated equipment as required.
- Solve problems and provide technical information to customers.
- Liaise with consultants, project houses, and end-users.
- Track and expedite orders through the system and provide customer updates on order progress.
- Attend project meetings to support sales activities.

Desired Skills:

- Experience with SAGE
- Proficiency in Microsoft Office applications (Excel, PowerPoint, Word).

“OUR REPUTATION IS THE BEST GAURANTEEE OF QUALITY”

Directors: C.C Naidoo (Managing Director) | S. Swartz | N. Swartz | A. Ipp CA (SA)



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Desired Work Experience:

Minimum of 5 years relevant experience in Technical Pump Sales or related industry (negotiable).

Experience selling to various industries including power utilities, refineries/petrochemical, steel, water/wastewater, pulp/paper, automotive, food and beverage, and general industrial clients.

Desired Qualification Level:

Grade 12 / Matric.

Undergraduate degree in process engineering or related fields will be advantageous.

Company Values:

We work for our customers.

Embrace teamwork.

Own your actions.

Ask the hard question.

Do the right thing, always!

Be curious and always learning.

Ideal Candidate Traits:

People-oriented, enjoys interacting with people and working on group projects.

Achievement-oriented, enjoys taking on challenges and striving for success.

Autonomous/Independent, capable of working with little direction.

If you believe you are a suitable candidate for this position, please submit your application along with your resume. We look forward to welcoming you to our team.

Contact Information:

Sharne De Jongh (Human Resource Manager)

sharne@southernpumps.co.za

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