



Job Title: Technical Sales Representative

Job Type: Full Time

Birmingham Glass Solutions Ltd specializes in the design and installation of a wide range of glass and window film products. We are currently seeking a Technical Sales Representative to join our dynamic team. This role is ideal for a mature candidate looking for a stable job and who has experience in the construction industry.

Job Responsibilities:

1. Visit client sites to understand project requirements, advise on suitable products and take preliminary measurements for estimates.
2. Educate clients and advise on products that best suit their budget and style requirements.
3. Input all site details into the company's Survey App for the indoor team of estimators to work on the estimate.
4. Liaise with the CAD Drawing department to ensure the correct drawings are being drawn to be attached to the quotation.
5. Follow up with clients to ensure they understand the estimate, all requests have been addressed, and all questions have been clarified.
6. Arrange with the technical team for final site measurements for ordering or production, and input these details into the SALES ORDER APP.
7. Regularly communicate with clients and the internal team to ensure a smooth production/ordering process.
8. Attend weekly planning meetings for project follow-ups.
9. Solve any issues that arise on site and follow up on all project progress.
10. For large projects, frequently communicate progress and issues via email to the client's team (Architect, QS, Engineer, Contractor, etc).

Qualifications:

- A degree or diploma in Project Management, Sales, or a related field.
- Proven experience in the construction industry or Sales experience dealing with technical products.
- Excellent communication and problem-solving skills.
- Work well in a team-oriented environment.
- Fluency in Creole, English, and French (both spoken and written).
- Ability to accurately take measurements and read a measuring tape.
- Familiarity with CAD drawings is a plus.

Package:

- Basic salary with Sales commission
- Performance bonuses based on the satisfaction of Key Performance Indicators (KPIs)
- Company car or car allowance, fuel allowance
- Medical and accident insurance.
- Immediate eligibility for pro rata local and sick leave.
- Professional development opportunities (training)

Interested candidates are invited to submit their CV and cover letter to parvez@birmingham.mu

APPLICATION DEADLINE: 15 August 2023