



Nortek is a global ocean technology leader that provides acoustic water velocity sensing and subsea navigation instruments, which are used to help scientists and engineers study and explore the world's oceans. We build products that span in use from educational settings to the top scientific institutes and offshore engineering companies in the world. Our products continually push the envelope into groundbreaking capabilities enabling new science and innovative vehicle development. We continually develop an ocean-aware organization and people culture that enthusiastically serve those harnessing energy, optimizing sustainable food production, defending lives, rehabilitating watersheds, studying climate, predicting weather, protecting shorelines, and exploring the deep.

Nortek Australia Internal Sales Engineer - Melbourne

You will work with scientists, researchers, engineers and government institutions in Australia and New Zealand who work in demanding environments and require state-of-the-art instrumentation that is reliable and easy to use. Our exploratory devices help cast light on the workings of the world's oceans which occupy vast areas of the planet but are little understood. You will be responsible for sales of our broad range of underwater sensors within dedicated countries and segments of the market.

About Nortek Australia

Nortek Australia's regional office was established at the beginning of 2019 and has shown great success and growth in the market since its launch. We oversee the technical sales and support of all our customers across government, education and private sectors within Australia and New Zealand. We are a small team, whilst working closely and with the backing and support from the larger global Nortek group.

Areas of responsibility include

- Work closely and assist other members of the Australian team in prospecting new customers and maintaining existing customers.
- Obtaining an understanding of the technology to a high competence and the ability to share the information professionally. A 'hands-on' approach to the technology at a level where you could train someone new to using our products.
- Assisting and advising customers on a broad range of applications, from both a sales and technical support perspective.
- Daily administration tasks, which include use of Xero (Accounting platform), Monday (order tracking), Hubspot (client database) and microsoft software..
- Assist in the daily operations of the office. As a small team, no task is too small or too big.
- Assist with the development of instructional workshops.
- There will be the opportunity for interstate and international travel as your role grows.
- Able to attend meetings and events outside of standard business hours on occasion.



Skills and attributes

- A graduate background in scientific or engineering fields preferred.
- A high-level of enthusiasm to work in a small and close-knit team and be flexible in your daily tasks with a collaborative approach.
- The willingness to learn about technical information on our products and the applications in which our customers use them.
- The willingness to go above and beyond to assist our customers.
- Some previous sales experience in a related field or the passion to kick start your career within a technical sales team.
- Strong interpersonal skills – a networker with the self -drive to make connections.
- Good presentation skills. – to put together PowerPoint documents when required
- Ability to learn new software programs for both instrumentation and internal communications.
- PC and Microsoft software literate.

Does this role sound like you? If you are interested in applying please email your CV to Yarran Crichton, Australian Director.

Yarran.crichton@nortekgroup.com

