



The engine that drives Nortek is its multi-talented, global team, comprised of people who are authorities in their field. A world-class design and development group, a client-facing sales team with direct technical industry experience, and a spirited support and production team define our ability to serve as well as collaborate with our customers. We are growing - do you want to have fun and make an impact?

Sales Engineer – Underwater Sensor Technology – Australia

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 swatches 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

Nortek designs, develops and produces scientific instruments that apply the Doppler principle to underwater acoustics in order to measure water in motion, such as currents and waves. Acoustic Doppler technology is the core of Nortek’s technological competence. Nortek HQ is located outside of Oslo, Norway with offices in US, Brazil, UK, France, Netherlands, Japan and China. As Nortek’s 8th subsidiary, Nortek Australia has its office in Melbourne, VIC.

The ideal candidate – qualifications

- Oceanographic background or other technical, business education.
- Knowledge of the marine science, engineering, subsea or costal related fields.
- Sales experience – building new customer relations and prospecting with documented results.
- Demonstrated commercial success selling to organizations such as: system integrators, service companies, governments and military.
- Strong passion for the ocean and ability to transform complex topics into every day terms for a wide audience.
- Advanced presentation skills
- Strong interpersonal skills – networker makes connections.
- Enjoy helping customers to succeed, insight sales capability – focus on customer satisfaction
- Motivated to achieve goals and targets, both independently and whilst working within a small team.
- Able to travel regularly, both interstate and internationally, representing Nortek at sales meetings, conferences, exhibitions and other industry events.

Key responsibilities

- Prospecting new customers and maintaining existing customers.
- Develop a business plan for the region, segmentation and prioritization.
- Develop and conduct instructional workshops.
- Develop collaborative projects – integration with customers – working close with our engineering and product team.
- Responsible for own budget
- Understand the technology and have a “hands on” approach to the technology at a level where you could train someone new to the field.

