

# EMPLOYMENT OPPORTUNITY

## Internal Sales – Sydney

Temperzone is a leading manufacturer, distributor of innovative air conditioning and ventilation products throughout Australasia, Southeast Asia, and China. We are also the exclusive distributor of Hitachi Cooling & Heating products within Australia and New Zealand. We have evolved through an ongoing commitment to best manufacturing practices, innovative design, customer service, and technology for quality delivery.

### About the Role:

We currently have an opportunity for full time, permanent Internal Salesperson who will be responsible in providing support and service to our internal and external customers including the Sydney sales department.

You will be responsible for using your technical knowledge and experience to:

- Answer technical and general inquiries, including stock availability, pricing, and review of inquiries/ documentation.
- Interpretation of tender documentation, schematic diagrams, schedules, and appropriate selection of relevant equipment to maximise sales opportunities and compliance.
- Provide pricing and follow up of proposals, tender submissions, and quotations.
- Assist in the preparation of commercial presentations, including collecting and mailing brochures and other marketing material, and or attending trade shows and events.
- Provide cell support by developing and maintaining effective working relationships with all stakeholders.
- Order entry, stock allocation/ transfers, back-order management general customer service and collaboration with other departments within the business.

### What you will bring to the role:

Preferably you will have gained experience whilst working in the HVAC industry with a minimum of two (2) years in a sales role. An understanding of VRF design and application and HVAC and sales qualifications will be highly regarded.

You will need to demonstrate previous knowledge in an air conditioning application and performance, Microsoft Office skills, possess excellent communication skills, time management and being effective team player. You will also have excellent customer service skills and have a positive can-do attitude

### What we can offer:

We offer an attractive industry salary for the right candidate and the ability to work in a friendly and supportive team environment.

Temperzone are an equal opportunity employer wishing to increase our philosophy of the customer experience. Working for an environment that values diversity, flexibility and where everyone belongs.

If you have a positive attitude and believe you have what it takes to be part of our dynamic team, apply now.

The successful candidate will be required to undergo a pre-employment medical and complete a national police check. Please note that only people with the right work in Australia need apply for this position.

Only short-listed candidates will be contacted

**Internal Applications:** For further details regarding this position please contact Mandy Bastias. To apply for the role please send your CV to [auhr@temperzone.com](mailto:auhr@temperzone.com)

**External Applications:** Send your CV to [auhr@temperzone.com](mailto:auhr@temperzone.com)

