

Product Support Specialist

Aftermarket Sales Engineer | Sales/Marketing



Our client, is a world-class provider of innovative engineered equipment, and aftermarket parts and services to the mining resources and bulk material handling industries, throughout Australia and Internationally.

Operating out of the Head Office in Malaga, the role will primarily be responsible for the direction and management of the Conveyor Product Area including sales conversion, operational execution of products and continuous improvement and management of the product line. The ideal candidate will be instrumental in enhancing our market presence and ensuring the success of our Conveyor offerings.

About the Role

- Develop and execute a structured strategy to engage EPCs and drive Conveyor tender opportunities.
- Build and maintain strong relationships with key EPC stakeholders
- Manage the full EPC tender process from identification to conversion
- Monitor project pipelines and proactively target upcoming opportunities
- Contribute to strategic sales planning and sales budget forecasting
- Maintain CRM records and contribute to high-quality proposals and technical documents
- Capture client feedback and identify product or supply chain improvement opportunities
- Deliver regular reports on client engagement, pipeline activity, and market insights

About You

- Minimum of 5 years experience in technical sales or tendering with EPC's or similar
- Demonstrated success in winning project-based work with a technical component
- Experience in the mining, bulk materials handling or heavy mechanical equipment sectors
- Familiar with ERP systems and document control processes related to tenders and projects
- Relevant technical qualification (Engineering or Mechanical trade)
- Commercial acumen with the ability to influence tender strategy and pricing
- Proficiency in CRM tools and sales reporting
- Strong communication and relationship-building skills

- A proactive mindset with the ability to identify opportunities and solve complex problems

Remuneration

- Excellent sales incentive scheme
- A professional, informal and flexible working environment
- A supportive, available and hands-on management team
- Dedicated company EAP
- Social and family inclusive workplace, including an active social club.

If you are a confident communicator with strong technical knowledge, proven experience in solution-based selling, and a proactive approach to building client relationships, apply with your resume and a cover letter that addresses the key criteria outlined.