



## SALES & MARKETING MANAGER (INDUSTRIAL FILTRATION) GEELONG

### THE COMPANY

Kempe Engineering is an Australian owned company with 16 permanent facilities located in close proximity to our clients' operations nationally in Australia (refer to website [www.kempe.com.au](http://www.kempe.com.au)).

Our company is committed to ZERO Harm in the workplace and continuous improvement of our occupational HSE systems and performance by focusing on the safety culture of our workforce with a strong focus on improving internal targets.

### THE POSITION

We are currently seeking an experienced Sales & Marketing Professional to join our Geelong team.

The Sales & Marketing Manager (Industrial Filtration) is accountable for the development and implementation of the branch sales and marketing plan; this plan secures and drives the direction and delivery of sales and marketing service activities for Kempe Engineering in the Geelong Region with a specific focus on filtration applications with hydraulic, gear and turbine lubricants.

You will need to be able to demonstrate your ability to present yourself in a professional manner and table a track record of developing industrial filtration business opportunities and executing projects effectively, efficiently and profitably.

### KEY RESPONSIBILITIES

- Work in a safe and productive manner.
- Assist in the continual improvement of Kempe's processes.
- Actively manage and promote Kempe's Engineering's service capabilities to existing customers and target new customers through personal and professional contacts within the Geelong Region.
- Develop and implement sales & marketing plans for the branch to grow the client base and the services offerings delivered to the market.
- Implement sales targets for the branch.
- Provide technical support for preparation of quotations related to all aspects of the branch.
- Maintain the Kempe Engineering brand recognition as the premium supplier of Industrial Filtration products, services, and solutions.
- Assist the branch with achieving sales budgets.
- Lead training & personal development of sales staff.

### TO BE SUCCESSFUL IN THE ROLE YOU WILL HAVE

- Pro-active safety focus.
- Proven experience in a similar roll.
- Background in a Sales and Marketing with minimum of 5 years' experience in fluid power and or Industrial filtration.
- Sound technical knowledge of hydraulic, gear & turbine lubrication filtration applications.
- An Australian Driver's License required.

All suitably qualified and experience candidates will be considered, Kempe will also consider sponsoring applicants under the 482 or 494 Visa sponsorship program. Salary range will be between AUD \$80k to AUD \$100k.

To apply for this position, forward your resume and trade certificate, current license and any relevant qualifications to [debrar@kempe.com.au](mailto:debrar@kempe.com.au).