

Parts Sales & Service Representative

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Job Summary

Vacancy :

Deadline : Jan 01, 1970

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Employment Status : Full Time

Experience : 3 - <5 Years

Salary : \$10000

Gender : Male

Career Level : Sales

Qualification :

Job Description

As a Parts Sales & Service Representative you will,

- Actively engage and build effective relationships across the HCME dealer network for our specialism buckets & attachments business
- Actively promote our attachment line up (buckets, attachments, ground engaging tools) to dealers and be the main SPOC for all inquiries
- Set up negotiations with the dealer and close deals in the start-up phase
- Advise our dealers on the correct specifications and applications of our products
- Gather and analyse monthly dealer results, investigate discrepancies and follow up targets.
- Advise the dealer regarding the implementation of new HCM(E) programs, initiatives and product groups.
- Follow market trends closely and make products available accordingly
- Maintain relationship with our suppliers on technical specifications and development of new products

To be successful as a Parts Sales & Service Representative you need,

- 2+ years of experience in active sales/account management
- Good understanding of technicalities of heavy machinery
- Excellent communicator and Negotiator
- Good command over English language

Your new company

Hitachi Construction Machinery is a world leading manufacturer of construction and mining equipment with a strong focus on a consistent development to provide customers with the technology, products and services that generate new value. Its employees represent a group of trusted experts while keeping continued focus on innovation and growth. Are you an independent achiever focused on the performance that is looking to join a multi-cultural, collaborative and an innovative working environment? If so, then we are looking for you!

What you need to know

If you're interested, click "Apply" and submit your application with an updated CV. If you know anyone that might be interested, please share this job opportunity further!

[Apply](#)

Education & Experience

Strong understanding of Java 8, Microservices, Spring-boot, API Development and AWS Proficient in Core Java / J2EE technologies & Spring framework Experience in Pair programming

Must Have

- Ability to work independently, with minimal supervision and guidance
- Experience using Docker to package and deploy web applications
- Experience with cloud-based web services and database systems (e.g. AWS, Google Cloud, Microsoft Azure)
- Familiarity with server-side programming (e.g. Node.js, Python)
- Experience customizing Content Management Systems
- Experience working in an agile environment
- Background in user experience and/or design
- Involvement in open source projects

Educational Requirements

Compensation & Other Benefits

As per company policy