

# Parts Sales & Service Representative

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## Job Summary

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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

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### **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

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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**

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- 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**

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**Compensation & Other Benefits**

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As per company policy