

WE ARE HIRING

Components Account Manager



Job Post for the position of a **COMPONENTS ACCOUNT MANAGER** .

Fabrinox, a well-established sheet metal manufacturing company in Paarl, has a permanent opportunity available for a Sales Engineer to join our dynamic team in the Components department. In this fast-paced, high pressure environment, the successful candidate will play an important role as the link between the company and our valued customers.

CLOSING DATE FOR APPLICATIONS: 15 July 2023

Tasks & Responsibilities include (not limited to):

- Develop a deep understanding of our customer businesses, and effectively market production capabilities and service offerings.
- Effectively handle the complete customer portfolio, which includes, but is not limited to, follow-up on returns, queries and coordination, and/or reworks.
- Liaise and negotiate with customers to finalize orders, lead times, and payment terms.
- Project management and project planning.
- Prepare jobs for manufacturing, which includes, but is not limited to, all order information, all customer information and all customer requirements including material specification, material finish, dimensions, and planned labor activities.
- Provide continuous and proactive feedback to customers.
- Liaise with production on manufacturing capabilities and methods, and innovate new methods and processes.
- Strategic planning for customer retention and sales growth.
- Plan strategic customer visits, and support marketing activities.

Knowledge & Skills required:

- Advanced computer literacy
- Ability to interpret complex manufacturing drawings
- Problem solving skills
- Time management skills
- Good interpersonal relational skills
- Ability to function well in a high-pressure environment

Qualifications & Experience required:

- BTech or BEng Mechanical Engineering
- 0 to 2 years' relevant experience in a manufacturing environment

To apply, send your complete CV with supporting documentation, including ID to Lduplessis@fabrinox.com.

If you have not received feedback within 10 working days from closing date of applications, your application was unfortunately not successful.