

Engineering progress  
Enhancing lives

# Technical Sales Manager – Building Technology

## Located in NSW

As a leading global polymer specialist operating in over 68 countries, REHAU develops modern materials, technologies and services for the future. Our core drivers are the five megatrends digitalization, individualization, sustainability, mobility and new work. We drive progress for a better quality of life - help shape it!

### Your future tasks:

- Build relationships and present REHAU's key products, RAUTITAN Water & Gas plus RAUPIANO to key designers, engineers and hydraulic engineers and underfloor heating to Mechanical Engineers.
- Identify projects, provide qualified leads to follow and target high value projects using project tracking software – BCI
- Obtain specification for REHAU systems in key projects utilizing the REHAU product range
- Involvement with HCAA people, evenings and events
- Develop relationships with strategic T1 and selected T2 plumbing contractors
- Work with Reece on-site team to package key products into projects
- Work with Reece on-site to increase the tier status of some plumbing companies via increase in REHAU product sales
- Provide technical support to customer base and current sales team

### What we look for:

- We are looking for a technically qualified individual from the building technology, plumbing or construction market or a similarly related field. Ideally you have a minimum of 3 years sales experience with a mid to large size firm in relevant industry sectors.
- Your core competencies will include excellent customer interface and interpersonal skills, technical aptitude and strong negotiations skills. Also a requirement is good team building and organization skills, solid business acumen, ability to problem solve, a welcoming attitude towards customers plus strong communication skills.

### What we offer:

- Interesting and versatile field of activity
- Open and good working atmosphere
- Professional working environment
- Flexible working hours
- Performance-related remuneration with attractive additional benefits
- Attractive salary with option of FMCV or car allowance.
- Employee-oriented personnel structure

### Be part of our team:

Take the chance and apply to: [HR.ANZ@reha.com](mailto:HR.ANZ@reha.com)

We look forward to meeting you!

Please note that only shortlisted candidates will be contacted.

Level 1, Quad 1, 8 Parkview Drive,  
Sydney Olympic Park,

