

I want to Add a New Employee

Employee Addition

Location Star Delta

Star Delta

Employee Name Mike Lush

Email Address mike@stardelta.com.au

Additional Comments

Job Description Summary

- This is a professional technical/business position that would complement Star Delta's customer technical support and sales objectives.
- This position requires a person with a solid technical electrical background combined with experience or ambition to be actively involved with customer service and satisfaction.
- This position requires transformer and electrical understanding and terminology along with project management skills and a high level of communication skills to manage customer expectations around product quality and delivery. This position also is responsible for after sales satisfaction and works closely with the Sales Engineer, Engineering Manager, Factory Manager, Draftsman and Admin to ensure communication with the customer is clear and accurate.
- This position reports to the CEO & MD with a one-page monthly self-review.
- Execute all transformer projects in a manner that upholds Star Delta's reputation as a leader in the transformer industry.
- Support new sales opportunities for new transformers, kiosk solutions with switch gear and refurbishment projects.
- Be a leader in transformer knowledge and leverage the company's expertise
- BMI - Gather Business Market Intelligence
- Marketing - Develop and manage marketing strategies to expand business reach and revenue, support sales objectives and strengthen relationships with customers and strategic partners.
- Analyse market trends, customer requirements, and competitor activities for informed marketing and product positioning
- Coordinate with sales, production and product development teams to ensure alignment

with company strategies and customer expectations

- Create marketing collateral, campaigns, multimedia strategies and messaging for target markets
- Attend trade shows, conferences and industry events for networking and business development
- This role requires a mix of strategic planning, hands-on execution, and crossdepartmental collaboration to achieve sales and marketing objective

Automated Forms

Toolbox Talk (Yes)
Evacuation Drill Record (Yes)
Employee Evaluation (Yes)

Position

Sales Project Engineer

Conclusion

Completed By

Rohan Borrell

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