

SALES ENGINEER – SOUTH AFRICA (LOCAL)

Business Area:	Capital Sales
Location:	Jet Park, with regular travel throughout South Africa
Reporting to:	Sales Manager – South Africa

Why this role exists

Pilot Crushtec is committed to building lasting partnerships with customers by delivering world-class crushing and screening solutions that create real operational value.

The **Sales Engineer - South Africa** is responsible for developing new business opportunities, strengthening existing customer relationships and providing technically sound solutions.

This role combines commercial sales expertise with technical understanding and requires someone who enjoys building relationships, identifying opportunities and will represent the **Pilot Crushtec** brand with professionalism and integrity.

Key Responsibilities

Sales & Business Development

In this role, you will:

- Develop new business opportunities within your allocated territory
 - Identify and pursue new customers through proactive business development
 - Conduct cold canvassing within designated regions
 - Build long-term relationships with new and existing customers
 - Deliver professional customer presentations focused on customer value and operational solutions
 - Grow Capital Equipment sales
 - Provide ongoing after-sales support to strengthen customer relationships
 - Prepare and submit sales reports, forecasts and pipeline updates
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Technical & Solutions Support

You will also:

- Support the commissioning of new equipment where required
 - Conduct basic fault finding where appropriate
 - Assess customer requirements and provide recommendations for optimisation
 - Prepare accurate quotations aligned to Pilot Crushtec standards
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- Guide customers in selecting the most suitable crushing and screening solutions for their operational requirements

Commercial & Financial Accountability

- Deliver agreed sales targets and budgets
- Demonstrate sound commercial judgement during negotiations
- Build sustainable customer relationships that generate long-term profitability
- Maintain accurate sales forecasting and pipeline management

Innovation & Continuous Improvement

- Suggest practical improvement ideas that could improve efficiency, customer experience or business performance
- Share customer feedback and market intelligence with the broader Pilot Crushtec team
- Continuously seek opportunities to improve the customer journey

Governance, Safety & Professional Conduct

- Adhere to all Pilot Crushtec policies, procedures and ISO requirements
- Maintain high standards of health and safety during all customer engagements
- Always represent the Pilot Crushtec brand professionally and ethically

Preferred Experience Required

- Minimum 5 years' experience within a relevant technical environment
- Proven experience in technical sales or business development
- Strong commercial awareness and financial understanding
- Experience within the crushing, screening, mining or heavy equipment industries would be advantageous
- Computer literate (Excel, Word, PowerPoint and CRM systems)

Preferred Qualifications & Technical Skills

- Matric / Grade 12 (English and Mathematics)
- Relevant Technical Diploma or Engineering qualification
- Sales qualification or Diploma would be advantageous

Preferred Attributes – The Pilot-Way Fit

We are looking for someone who:

- Builds strong, trust-based customer relationships
 - Is commercially driven while maintaining integrity
 - Thinks strategically and executes with discipline
 - Communicates confidently with customers at all organisational levels
 - Demonstrates resilience and determination in achieving results
 - Is organised, proactive and self-motivated
 - Enjoys solving customer problems rather than simply selling products
 - Takes ownership and accountability for outcomes
 - Represents Pilot Crushtec with professionalism, maturity and sound judgement
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The Ideal Individual

- Has a genuine passion for building customer relationships
 - Enjoys identifying new opportunities and opening new accounts
 - Has a disciplined sales mindset with the resilience to prospect consistently
 - Understands both the commercial and technical aspects of the crushing and screening industry
 - Is comfortable working independently while collaborating effectively with internal teams
 - Can balance technical expertise with consultative selling
 - Takes pride in delivering exceptional customer service before, during and after every sale
 - Seeks long-term partnerships rather than transactional sales
 - Embodies The Pilot-Way through professionalism, integrity and continuous improvement
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Interested?

If this opportunity resonates with you, you meet the above requirements, or if you know someone who could fit into our family, and are excited to represent Pilot Crushtec in the field as a **Sales Engineer -South Africa**, please apply with a CV and a brief motivation no later than **21 July 2026** to:

jobs@pilotcrushtec.com