

SALES ENGINEER – AFRICA

Business Area: Capital Sales
Location: Based in Jet Park and requires cross-border travel
Reporting to: Africa Sales Manager

Why this role exists

Pilot Crushtec has a footprint across Africa, and this role exists to **develop, grow and protect long-term customer relationships across the region**, while positioning Pilot as a **trusted solutions partner**, not just an equipment supplier.

The Sales Engineer – Africa plays a dual role:

- a **commercial driver**, opening new markets and growing existing accounts, and
- a **technical advisor**, ensuring customers receive fit-for-purpose crushing and screening solutions aligned to their operational realities

This role is for someone who enjoys **building markets, solving problems, travelling, and representing a strong brand with integrity and confidence.**

Key Responsibilities

Sales and Market Development

In this role, you will:

- Develop new business opportunities across designated African territories
- Follow up on qualified leads and proactively **open new markets through relationship-based selling**
- Engage in **cold canvassing and targeted business development** in identified regions
- Build and maintain strong relationships with new and existing customers
- Deliver professional sales presentations aligned to customer needs and Pilot's value proposition
- Grow **equipment and spares sales** across your customer base
- Prepare and submit **weekly sales reports**, forecasts and pipeline updates

Technical and Solutions Support

You will also:

- Support the **commissioning of new equipment** when required
- Conduct basic technical assessments and minor repairs where appropriate
- Assess existing customer machines and provide **technical feedback and improvement recommendations**
- Prepare **accurate quotations** in line with company standards
- Design **crushing and screening plant layouts** based on customer requirements and site conditions making use of the company software tools available

Commercial & Financial Accountability

- Deliver against **agreed sales targets and budgets**.
- Demonstrate sound **commercial and financial judgement** in all deals and negotiations.
- Contribute to sustainable, profitable growth rather than short-term wins.

Innovation & Continuous Improvement

- Contribute **at least one practical improvement idea per quarter** that enhances efficiency, effectiveness, cost-saving or customer experience.
- Share market intelligence and insights to inform product, service and strategy decisions.

Governance, Safety & Professional Conduct

- Adhere to all **Pilot Crushtec processes, policies and ISO requirements**.
- Uphold **health and safety standards** at all times on customer sites.
- Represent the Pilot brand with professionalism, integrity and ethical judgement across all territories.

Preferred Experience Required

- Minimum **5 years' experience** in a relevant technical field
- Proven experience in **sales, business development or technical sales**

- Demonstrated **cross-border sales experience in Sub-Saharan Africa**
 - Strong **commercial and financial understanding**
 - Comfortable working **independently, remotely and across multiple regions**
 - Computer literate (Excel, PowerPoint, Word)
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Preferred Qualifications & Technical Skills

- **Matric / Grade 12** (English and Mathematics).
 - Relevant **technical diploma or degree** (Mechanical / Engineering related).
 - **Sales qualification** or diploma (advantageous).
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Preferred Attributes – The Pilot-Way Fit

We are looking for someone who:

- Thinks **strategically**, but executes practically
 - Is confident, professional and ethical in their sales approach
 - Builds trust through **consistency, integrity and follow-through**
 - Is resilient, self-driven and comfortable working across borders
 - Communicates clearly and confidently with customers at all levels
 - Is a disciplined self-starter with strong planning and organisational skills
 - Enjoys problem-solving and offering **solutions, not just products**
 - Represents Pilot with pride, maturity and sound judgement
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The Ideal Individual

The Ideal Individual:

- Has a strategic approach to identifying customers and new territories
 - Has a 'sales-driven' mindset and be capable of building rapport quickly with current and potential customers with the ability to handle rejection in a constructive manner that does not deter him/her from continuing to prospect the relevant territory for business
 - Speak English and preferably Portuguese and/or French
 - The individual should have successful experience in dealing with and supporting customers remotely via phone or by email as physical site visits across the region are not always possible
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- Has a track-record in Africa or cross-border sales and key-account management with a drive to build strong relationships and revenue streams.
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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 Africa**, please apply with a CV and a brief motivation no later than **16 September 2026** to:

jobs@pilotcrushtec.com