

# Technical Sales Representative



Hindin Marquip Ltd / Festool Division  
Lower North Island  
Full time

Hindin Marquip Ltd is the NZ import partner for Festool Germany. We are seeking a Technical Sales Representative based in the Lower North Island to service the region. **The role offered is specifically to support the growth of Festool branded product**

The successful applicant must be passionate about tools and adept with their use in the joinery and construction industries. Our Festool division has achieved substantial growth which has trebled in the last 10 years and we wish to maintain this momentum as exciting new products are added to the range.

Key requirements for the position

- Support our existing network of power tool dealers
- Demonstrate tools to end users
- Attend trade functions
- Regular travel will be required in the sales area

The end user base is broad and includes enthusiastic “sheddiess”, builders, joiners, automotive, engineering and construction sectors. Our business model is based on supporting and selling through our Festool dealer stockists

Minimum requirements are:

- Experience with and knowledge of power tools
- Maintaining a special rapport with existing Festool dealer stockists
- Develop the Festool brand in the region
- An ability to sell product based on value rather than price
- Success will be driven by an ability to problem solve and identify the right tool for the job
- It is essential to maintain current customer relationships and identify new business opportunities firstly at the end user level and secondly where a particular sector has potential for growth.
- Previous business experience should show that any applicant understands the difference between sales and profitability
- Self-motivation and common sense

**Mandatory requirements:**

- Valid driver’s licence with a clean record
- NZ resident
- Knowledge of and experience in the sales area including Taranaki, Manawatu, Hawkes Bay and south to Wellington

To register interest in this position send your CV to [hamish@hml.co.nz](mailto:hamish@hml.co.nz)

Remuneration will be commensurate with experience.