



TAKRAF Group, through its established and well-known brands, TAKRAF and DELKOR, provides innovative technological solutions to the mining and associated industries. With approximately 1,000 employees across Europe, Africa, Asia, the Americas and Australia, we offer exciting and challenging global career opportunities.

We are currently seeking a skilled Sales & Processing Engineer to join our team in Perth, Australia.

## DELKOR Sales & Process Engineer (m/f/d)

Permanent contract and full-time position – To start as soon as possible in our Perth office (Australia).

### Your tasks:

- Build and maintain strong relationships with key customers, including end users and engineering firms.
- Identify and pursue new business opportunities across capital and aftermarket sales.
- Act as a liaison between internal teams and clients, providing timely responses and technical support.
- Prepare and review quotations, tenders, and proposals, including testwork programs and laboratory data analysis.
- Assist in developing process design criteria, equipment sizing, and technical documentation.
- Manage and contribute to sales presentations, risk reviews, and bid/no-bid processes in our CRM system.
- Maintain accurate records in CRM systems and manage proposal documentation in SharePoint.

### We offer you:

- Full-Time permanent employment
- Joining a global engineering company
- Training and development opportunities
- An organisation with genuine purpose and passion
- Competitive salary and benefits package
- Supportive team environment
- Contribution to meaningful projects in the mining and engineering sector
- Working from home (WFH) arrangement, upon successfully completing probation period

### Your profile:

- Sound knowledge of the mineral processing industry - *essential*
- Minimum of 3 years sales or telesales experience - *essential*
- Strong customer service background - *essential*
- Testwork skill and report writing experience - *desirable*
- Proposal writing experience - *desirable*
- Ability to review and interpret drawings (i.e. PFD, P&ID, etc.) - *essential*
- Sound knowledge of the practical application of a sales department - *essential*

**TAKRAF Australia** promotes equality and inclusion.

The **Sales & Process Engineer** reports to the Sales Manager and is the primary customer contact, with the following responsibility:

- Strengthens professionalism and self-confidence, builds the active customer base, and supports the team.
- Develops new sales and testing work, identifies business opportunities, and negotiates on technical/commercial compliance and pricing to hit targets.

### Become part of TAKRAF Group!

Learn more about our global Group, our innovative products and technologies, the relevance of our solutions for a decarbonized world and more about your career with us at:

**[www.takraf.com](http://www.takraf.com)**

### Now it's your turn!

If this opportunity interests you, please send your application to: **[recruitmentau@takraf.com](mailto:recruitmentau@takraf.com)**

For any initial enquiries you may have, our recruitment team will be available to assist you.