



VACANCY ANNOUNCEMENT

Job Title	VGN Sales Engineer
Reports	General Manager - Sales
Direct Reports	None
Company	Virtual Gas Network (Pty) Ltd
Location	Johannesburg
Closing Date	15 April 2026

Job Purpose and Summary

The Sales Engineer is responsible for building the business by identifying, selling and negotiating with prospects and customers with the aim of maximizing profits. They must maintain relationships with current prospects, customers, and build and maintain close relationships with new customers.

Main Responsibilities

New Customers and Prospects	<ul style="list-style-type: none"> Identifying promising prospects through cold-calling, networking, and customer referrals. Presenting company structure, profile and services to customers. Building and development of customers' CRM database considering energy requirements, pricing and benefits to customers. Find sales leads with industrial companies in all sectors e.g., food, mining, manufacturing and textiles and centrals/municipal government and set up appointments. Coordinate customers meetings with senior management, under accompaniment of the GM Sales, or CEO when assistance is required to close the deal for key contracts. Calculation and establishing proposal of pricing on gas and equipment as applicable per customers scenario and budgeted cost. Contribute to the development of an LNG market
Maintaining Current Customers	<ul style="list-style-type: none"> Maintain and develop relationships with current customers. Service existing customers and expand the customer base as per budget selling CNG/Natural gas delivered via road to industrial, commercial customers. Liaise with management and the projects department on pricing/changes relating to equipment and implement pricing and new exchange rate in proposal. Attend to and resolve customer queries in an accurate and speedy manner
Relationship Building	<ul style="list-style-type: none"> Cultivating and maintaining relationships with current customers to ensure a continuous flow of sales revenue. Visit, follow up and support customers. Build and maintain cross-functional relationships within the company



Networking	<ul style="list-style-type: none"> ▪ Maintains professional and technical knowledge by attending educational workshops, reviewing professional publications, establishing personal networks, and participating in professional societies. ▪ Liaise with key suppliers in the gas energy sector. ▪ Establish and build relationships with OEM representatives within the energy sector
Competitor Activity	<ul style="list-style-type: none"> ▪ Conducting in-depth research on competitors' products, pricing, and market success to gain insight into customer preferences and interests.
Reporting and Administration	<ul style="list-style-type: none"> ▪ Reporting back on sales and marketing progress/opportunities to GM: Sales. ▪ Monitoring of customers relations and service level performance based on gas supply and technical support. ▪ Update applicable contacts and vendor information. ▪ Record keeping and presenting agreed sales reports. ▪ Drafting/updating of customers' proposals under guidance of GM: Sales and GM: Operations. ▪ Update/monitor contracts/ agreements (Gas supply, rental of equipment) for potential customers and when contracts need to be renewed. ▪ Submission of weekly activities and weekly update on a Friday morning. ▪ Conduct accurate costings with manager and operations and get sign off on costings to move to proposal stage. ▪ Acquire where necessary P.O. for gas orders from all industrial customers . ▪ Ensure industrial customers operate on a daily basis and meet minimum agreed monthly volumes of take or pay.

Knowledge	Qualifications and Experience
<ul style="list-style-type: none"> ▪ Have a reasonable technical background and can grasp technical aspects. ▪ Costing experience/Contracts and pricing management experience would be beneficial. ▪ Read and write reports and analyse information / mathematically strong. ▪ Negotiation skills. ▪ Strong report writing and presentation skills. 	<ul style="list-style-type: none"> ▪ Relevant B Tech/B Sc degree ▪ Preferably a graduate in the sales and marketing field. ▪ 3 to 5 years' Technical Sales experience. ▪ Proficient in MS Office. ▪ Communicate well at all levels. ▪ Professional in appearance. ▪ Must have a valid driver's license and own vehicle.