

Technical Sales Consultant – Gozo

About Us

Econetique, a subsidiary of JoinwellFXB, provides innovative building-services and energy-efficiency solutions for residential and commercial clients.

We are currently seeking a motivated **Technical Sales Consultant** to join our team in **Gozo**. This role is ideal for a technically minded sales professional with experience in HVAC, renewable energy or building services, who values customer relationships and delivering tailored solutions.

Requirements

- Sales experience within HVAC, renewable energy, electrical, building services or another technical environment (essential).
- A good working understanding of air conditioning, solar PV, heating or energy products, and the ability to explain them clearly.
- Experience preparing quotations and following up customer enquiries.
- A strong customer focus, a keen eye for accuracy and sound commercial judgement.
- Strong organisational skills and the ability to manage multiple enquiries, site visits and deadlines.
- Excellent communication skills in Maltese and English.
- Proficiency in Microsoft Windows applications.
- Site survey experience, exposure to both residential and commercial sales, and a relevant technical or commercial qualification will be considered assets.

Responsibilities

- Managing incoming sales enquiries and actively developing new business in support of agreed targets.
- Building relationships with homeowners, commercial clients, contractors, developers and installers.
- Carrying out or coordinating site surveys and capturing accurate technical information.
- Recommending suitable products and system options, involving technical specialists where required.
- Preparing clear, accurate quotations and proposals within approved pricing and margin parameters.
- Following up consistently on opportunities and maintaining accurate sales records.
- Handing over confirmed orders to operations with complete and accurate information.
- Reporting on sales activity, pipeline and forecasts to the Business Unit Manager.

Why JoinwellFXB?

- Be part of a well-established and reputable Maltese company.
- Enjoy long-term career prospects with ongoing training and development opportunities.
- Join a supportive team within an inclusive workplace that values employee wellbeing.
- Receive a competitive remuneration package based on experience and qualifications.

Candidates must reside in or be willing to relocate to Gozo.

Apply Now

To apply please send your CV and motivational letter to recruitment@joinwellfxb.com

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