



## **Job Ad for Sales Person - Lightning protection**

### **Company Overview:**

On Board Marine Group Limited is a dynamic and innovative company committed to delivering excellence in our products and services. We are seeking a motivated and detail-oriented Sales Person to join our team and contribute to our success.

**Position:** Sales Person - Lightning protection

**Location:** Wong Chuk Hang

**Job Type:** Full-time

### **Responsibilities:**

- Develop and maintain strong relationships with new and existing customers.
- Identify and pursue new sales opportunities within the sensor systems market.
- Present and demonstrate products to potential clients, highlighting their features and benefits.
- Prepare and deliver compelling sales presentations and proposals.
- Negotiate contracts and close sales to meet or exceed sales targets.
- Provide post-sales support and ensure customer satisfaction.
- Stay updated on market trends and competitor activities.
- Collaborate with the marketing team to develop effective sales strategies and campaigns.
- Attend trade shows and industry events to promote products and expand the customer base.

### **Targeted Products Sold:**

OBMG has recently been appointed as the sole distributor for a reputable brand in the lightning protection space in Hong Kong, Taiwan, and China. Additionally, OBMG is also a distributor for this brand in Australia and New Zealand. This brand offers market-leading and cutting-edge solutions for lightning protection and monitoring.

- Passive sensor systems for permanent atmospheric protection.
- Devices that balance and deionize the effects of atmospheric phenomena.
- Advanced remote monitoring devices.
- Solutions designed to prevent lightning strikes, offering a proactive approach to protection.
- Products that provide continuous, maintenance-free operation.

- Ideal for industries and facilities seeking to enhance safety and reduce lightning-related risks.
- Unique technology differentiating from traditional lightning arrest systems by preventing strikes altogether.

**Requirements:**

- Proven experience as a Sales Person or similar role.
- Experience with lightning protection is preferred
- Excellent communication, presentation, and negotiation skills.
- Ability to build and maintain long-term customer relationships.
- Self-motivated with a results-driven approach.
- Proficiency in MS Office (Word, Excel, Outlook).
- Ability to work independently and as part of a team in a fast-paced environment.
- Flexibility to adapt to changing priorities and work effectively under pressure.

**Benefits:**

- Competitive salary commensurate with experience.
- Health insurance plan.
- MPF Insurance.
- Generous holidays package.
- Opportunities for professional development and advancement within the company.
- Collaborative and supportive work environment.
- 5 day work week.

**Employer Questions:**

Your application will include the following questions:

- Which of the following statements best describes your right to work in Hong Kong?
- What's your expected monthly basic salary?
- How many years of experience do you have with lightning protection systems?