

***Are you a technical sales professional in glass products looking to join an innovative glass manufacturing business? If so click through to learn more***

## **Sales Representative**

- Unique hand working of glass products.
- Cutting edge technologies balanced with traditional craft.
- Design, specification, tendering & construction.

### ***Our Client***

Is an award-winning specialised glass manufacturing operation that has invested in the latest technology and processing equipment to provide Australia's most comprehensive range of curved glass products including toughened, laminated, annealed and double glazing in a full range of glass products. They can also produce specialised laminated flat glass with interlayers incorporating graphics, structural and acoustic properties.

### ***What they offer***

Believing that reward should always match effort, they are offering the right person with passion and enthusiasm the following:

- Competitive base salary
- Superannuation
- Car Allowance

### ***Your responsibility***

Based in Sydney's inner suburbs, this role primary purpose is to be able to contribute to business growth by building successful, long-term client relationships with clients in NSW. Key responsibilities will be:

- Initial point of contact when handle customers' individual needs and glazing requirements.
- Manage the total project process from design to installation and after sales support.
- Developing new sales opportunities with existing and new customers, markets, or key construction projects.
- Capacity to be able to negotiate and deliver results under pressure.

### ***What you will bring***

This full-time position, reporting to the Sales Manager will suit someone who:

- Proven work experience as a Sales Representative / Executive in specialist construction products.
- Strong understanding of products and practices within the glass, window & door, fenestration markets; including a sound knowledge of the Australian standards for glass & glazing and the fenestration / shopfitting industry generally.
- A personality that thrives on closing the sale and then following the project through to completion.
- Tech savvy, strong communication, negotiation skills in relaying complex technical solutions or information.

### ***Sound like you?***

Then what are you waiting for? Hit the apply button to send a covering letter addressing the selection criteria and an up-to-date resume quoting reference No. KE 0296 or call David Esler on 0420 905 580 for a confidential discussion.

**Kaizen Executive**

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