

***Do you have a technical sales background in the window & door or security hardware industry? Join this small team with a reputation built on service***

## **Sales Executive – Window & Door Hardware**

- Supplier to fabricators, glaziers, repairers & resellers
- Solid career growth and development opportunities
- Rapidly growing organization with a national footprint

### ***Our client...***

Is one of the up-and-coming specialist hardware suppliers in the window and door industry. They develop and distribute components and hardware across Australia, sourced through a global supplier network. They are at the forefront of the industry consistently developing, re-designing and manufacturing hardware that meets the stringent Australian standards in windows & doors.

### ***What they are offering...***

Your success should always be matched by the rewards that you receive, so our client is offering the right person with the industry knowledge, drive and enthusiasm that will ensure success the following benefits:

- Competitive base salary
- Superannuation
- Fully Maintained Company Vehicle
- Results Driven Incentive Program

### ***You're Responsibilities***

Based in Sunshine Coast and reporting to a company Sales Director, this role's primary purpose is to drive the growth and development of an existing customer base through building key relationships and developing ongoing business opportunities. Your key responsibilities will be:

- Ability to be able to write and manage territory activity plans
- Introducing new and innovative products across your customer portfolio
- Develop sustainable long-term customer relationships and networks
- Capacity to be able to negotiate and deliver results under pressure
- Account management within the window & door industry; specifically, through fabricators, glaziers and joiners

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

This full-time position will suit someone who has:

- Strong problem-solving capabilities with a flair to identifying opportunities for improvement
- Effective communicator, both written and verbally, particularly with technical information
- Highly motivated and energetic with plenty of initiative and a can-do attitude
- Professional demeanor and a high level of personal presentation
- Demonstrated technical/sales experience within the residential window and door sector

### ***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 0311 or call David Esler on 0420 905 580 for a confidential discussion.

**Kaizen Executive**  
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