

August 2022



***Do you love working in the glass industry? Join a business that is looking to continue significant growth over its next expansion phase.***

## **Territory Sales**

- Family-owned Australian Manufacturer
- Glass, hardware & consumables
- High end glass systems and solutions

### ***Your New Employer...***

Our client is one of Australia's leading independent glass processing and distribution supply companies. Being a long-established supplier to the glass and glazing industry, their sales growth and unique product development has positioned this business to push into new market segments. With a focus on high performance glass and glass system solutions, they have a value proposition that is unmatched within the industry.

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

Because they thrive on seeing their people develop and believe that rewards should match effort, they are offering the right person with drive and enthusiasm the following:

- Competitive base salary
- Superannuation
- Fully maintained motor vehicle
- Solid bonus incentives
- Strong career progression

### ***What you need to do...***

Based in Brisbane and reporting to the Sales Manager, your responsibility is for the ongoing development of an existing customer base as well as the challenge of securing new business. Your main key responsibilities will be:

- Drive day to day sales and marketing activity, ensuring sustainable growth.
- Develop new business opportunities within the commercial and domestic building market.
- Provide ongoing sales and customer service support both during and after sale closure.
- Actively manage budgets and forecasts from a short to medium term perspective.

### ***What you bring to the table...***

This full-time position will suit someone who:

- Shows a passion for technical sales within the glass and glazing industry
- Finds negotiating exciting with a flair to identify new opportunities
- Is a self starter that is comfortable to work independently of supervision
- Possess strong presentation, communication and computer skills
- High level of energy, enthusiasm and a strong work ethic

### ***Sound like the place for 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 0324 or call David Esler on (0420) 905 580 for a confidential discussion.

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