



August 2022

**Leading international software supplier is looking for a Strategic Account Manager to assist & support a rapidly growing national customer network**

## Strategic Account Manager

- Metropolitan & regional sales territories
- Effort will be matched by reward
- Well established international software supplier

### **Our Client**

Our client is an international market leading company which specialises in software programs that caters to residential and commercial building products, including windows and doors. They have an opportunity for a technically astute Strategic Account Manager to manage their rapidly growing customer network

### **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
- Vehicle Allowance
- Well-developed bonus structure
- Strong career progression

### **Your responsibility**

Based in either Melbourne or Sydney and reporting to the Commercial Director, your responsibility is for the ongoing development of an existing customer base. Your main key responsibilities will be:

- Manage day to day sales and marketing activity, ensuring sustainable growth.
- Creating relationships through a strong customer focus
- Provide ongoing sales and customer service support both during and after sale closure.
- Introducing new and innovative products across your customer portfolio
- Presenting and working with fabricators for full product specification

### **What you will bring**

This full time position will suit someone who:

- Shows a passion for technical sales within the architectural construction industry is essential
- Has exposure to Softech V6, Windowmaker and/or LogiKal or other construction estimation software
- Finds negotiating exciting with a flair to identify new opportunities
- Is a self-starter that is comfortable to work independently
- Possess strong presentation, communication and computer skills
- High level of energy, enthusiasm and a strong work ethic

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

**Kaizen Executive**

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