

November 2022



Create a better future for yourself. Join this leading supplier of CNC machinery to the glass and glazing industry and wake up to a better tomorrow.

Sales Representative

- High end European machinery.
- Well-known and respected Australian company.
- Excellent earning potential

Our Client

Is recognised as Australia's leading supplier of quality glass processing machinery. Respected and dedicated to serving the Glass Industry for more than 30 years with the highest standards of expertise, they provide prompt and efficient, friendly customer service whilst offering a one-stop service for all glass processing equipment. This includes an extensive range of proven processing machinery, diamond tools, spare parts and consumables.

What they Offer

Being a forward-thinking company that thrives on seeing their people develop and believing that effort should always be rewarded, they are offering the right person with drive and enthusiasm the following:

- Competitive base plus superannuation
- Fully maintained vehicle
- Incentives

Your Responsibilities

Based in Melbourne, and reporting to the Sales Manager, this role's primary purpose is to work within the sales department to grow and develop new and existing customers through building key relationships and developing ongoing business opportunities. Your key responsibilities will be:

- Presenting, promoting and selling products/services using solid arguments to existing and prospective customers
- Performing cost-benefit and needs analysis of existing/potential customers to meet their needs
- Establishing, developing, and maintaining positive business and customer relationships

What you will bring

This full-time position will suit someone who has the following attributes:

- Demonstrated success in the sale of CNC machinery or equivalent in the glass or other industries such as stone, or joinery.
- Active management of budgets & forecasts, basic understanding of foreign currencies and importation.
- The capacity to be able to negotiate and deliver results under pressure.
- Highly motivated, energetic and clear-thinking individual with plenty of initiative and "can do" attitude.

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 0329 or call David Esler on 0420 905 580 for a confidential discussion.

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• recruit for attitude •

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