



August 2023

***Are you ready to excel as a state leader in the aluminum industry? Become a part of this esteemed company, where skilled individuals are dedicated to ongoing development.***

## State Sales Manager

- Australia's leading supplier of aluminium extrusions products for window, door, and framing options
- Dedicated to continuously investing in the growth and advancement of their people
- Consistent in demonstrating a remarkable level of reliability while providing complete solutions to meet diverse needs

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

Is an Australian enterprise, specializes in the manufacturing and distribution of aluminum extruded items for commercial, residential, and industrial applications. Established as a modest family-owned venture, they have since evolved into a prominent and esteemed presence within the aluminum and they are seeking to enhance their investments in workforce, aiming to provide valuable support as they navigate their path of growth.

### ***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 annual salary
- Superannuation
- Motor vehicle

### ***Your Responsibilities***

Based in Adelaide and reporting to the State Manager, this role will be primarily accountable for achieving state and territory sales revenue and profit objectives through key account maintenance and new business development initiatives. Your key responsibilities will be to:

- Adhere to Workplace Health & Safety policies and proactively contribute to maintaining a safe, clean and healthy work environment.
- Liaise with all functional areas to ensure brand consistency, meeting legal and industry standards and obligations
- Negotiate and close agreements with large customers, provide timely and effective solutions aligned with clients' needs
- Pursue the highest standards of performance and client service and focus on delivering outstanding results.

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

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

- Strong background / qualifications in industrial sales or aluminium / metal manufacturing industry.
- Valid Driver's Licence with the ability to travel.
- Builds a strong team in order to achieve organisational objectives
- Ability to aspire to develop and maintain successful relationships with the customer base

### ***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 0344 or call David Esler on 0420 905 580 for a confidential discussion.

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