



May 2023

A leading international software supplier is looking for a Sales Manager to assist & support a rapidly growing national customer network.

Sales Manager

- Well Established International Software Supplier
- National Focus – Brisbane Based
- Innovative Estimation Software Program

The Company

Our client is an international market leading company which specialises in software programs that caters to residential and commercial window and door products, including curtain wall construction. They have an opportunity for technically astute Sales Manager to assist with a rapidly growing customer network.

What they offer

Because they thrive on seeing their people achieve outstanding results and believe that rewards should match effort, our client is offering the right person with drive and enthusiasm the following:

- Competitive base salary + bonus Incentives
- Superannuation
- Ongoing training and development
- Strong career progression

Your responsibility

Based in Sydney and reporting to the Sales Director, this role will be pivotal in providing accurate and timely customer support. You will liaise with customers, external sales staff, and other internal parties to achieve best practice customer service. Other 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
- Sales management within the window & door industry; specifically, through joiners and fabricators

What you will bring

This full-time position will suit someone who:

- Has exposure to Softech V6, Windowmaker and/or LogiKal or other construction estimation software
- 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 demeanour 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 0337 or call David Esler on (0420) 905 580 for a confidential discussion.

Kaizen Executive

w: www.kaizenexec.com.au



• Recruit for Attitude •