



August 2023

**Are you a bit special? Looking to do something different in the aluminium extrusion industry. A market leader is looking for your help ...**

## Technical Sales Manager

- One of Australia's most respected aluminium extrusion manufacturers
- Provide high quality, tailored extrusions that precisely match the specified requirements
- Newly created position with a strong career path within the group

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

Serves as a designer, manufacturer, and supplier of aluminum extrusions and associated products, catering to architects, designers, builders through aluminium fabricators and engineers nationally. They deliver premium extrusions, designed to align with exact technical requirements that meet and surpass any standards. Over the years, they have established a renowned status for industry excellence and are presently seeking to enhance their presence through dedicated sales leadership.

### **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:

- Excellent Base Salary
- Superannuation
- Fully Maintained Vehicle
- Bonus Incentives
- Professional Development and Support

### **Your Responsibilities**

Based in Dandenong, and reporting to the General Manager, this role will be primarily responsible for evaluating customer needs, operational coordination to meet customer requirements, and market expansion within technically demanding market segments. Your key responsibilities will be:

- Acquiring lists of potential clients from diverse sources and visit businesses to identify selling opportunities.
- Stay updated on competitors, market conditions, and employer offerings to recommend suitable products/services to customers.
- Quote prices, negotiate terms, secure supply contracts, and report sales activities to management, while ensuring customer satisfaction and resolving issues.
- Work within a team to handle various aspects of the sales process, including technical requirements, operations, and meeting sales targets.

### **What you will bring**

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

- Thorough understanding of the aluminium extrusion and finishing industry.
- Strong analytical and problem-solving skills.
- Ability to interpret and apply all aspects of AS1866 standards.
- Proficient knowledge with Microsoft Office Suite or related software as required to prepare reports and logs.
- Excellent interpersonal and customer service skills.

### **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 0340 or call David Esler on 0420 905 580 for a confidential discussion.

**Kaizen Executive**

p: 0420 905 580

e: [david.esler@kaizenexec.com.au](mailto:david.esler@kaizenexec.com.au)

w: [www.kaizenexec.com.au](http://www.kaizenexec.com.au)



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