



October 2023

Lead with purpose and drive success an Area Manager for this renowned company with over a century-long heritage in the aluminium systems industry.

Area Manager

- Exceeding 150 years of expertise in crafting energy-efficient aluminum systems
- Provides professional recommendations in selecting optimal solution.
- Encourages continuous learning and opportunities for skill development.

Our client...

Is an Australian owned and operated business with more than 150 years of expertise in designing and innovating energy-efficient aluminum systems that greatly improve weather resistance, acoustics, and thermal insulation. As they persist in their journey to set the industry standard, they are in search of an Area Manager capable of assuming leadership and driving achievement.

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 plus commission
- Superannuation
- Opportunities for continued development.

Your Responsibilities

Based in Lytton, and reporting to the Managing Director, this role will be predominantly entails the responsibility of augmenting sales and gross profit within specified sales territories essential for meeting the company's overall profitability objectives. Your key responsibilities will be to:

- Create and execute a territory action plan by analyzing data, and adjust sales strategies based on field interactions and results.
- Attain sales targets by evaluating the current requirements of clients and adhering to a structured sales approach when engaging potential buyers.
- Facilitate the prompt resolution of customer issues by working collaboratively with other staff to enhance overall satisfaction.
- Promote the company's products and services with extensive knowledge of how they align with customer needs and market demands.

What you will bring

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

- Proven track record in achieving and exceeding sales targets
- Strong planning, organizing, communication and time management skills.
- Ability to develop and maintain effective relationships with customers.
- Collaborates within a team to manage diverse aspects of the sales process, encompassing technical needs, operational tasks, and achieving sales objectives.

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 0346 or call David Esler on 0420 905 580 for a confidential discussion.

Kaizen Executive

p: 0420 905 580

e: david.esler@kaizenexec.com.au

w: www.kaizenexec.com.au



• recruit for attitude •