



January 2024

***Prepared to play a key role in sales, bringing excellence? Be part of our company where dedicated professionals are committed to lifelong development.***

## Key Account Manager

- Represents top-tier sealing solutions for optimal performance
- An industry-leading supplier of hardware and seals for the door and window sector
- Each brand holds a distinguished position as a leader within its specific market segment

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

Is a prominent global provider of meticulously engineered fenestration components and access solutions to the construction sector. They consistently enhance current processes, refine products, and explore novel compounds to ensure the utmost quality in seals for all window and door variations and they are actively seeking to amplify their workforce to provide valuable support during their 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 plus bonus incentives
- Superannuation
- Tools of Trade Vehicle

### ***Your Responsibilities***

Based in Sydney, this role will be primary responsible for the continuous development of an established customer base and tackling the endeavor of securing new business ventures. Your key responsibilities will be to:

- Create and execute impactful sales strategies to foster business growth.
- Naturally cultivate connections with commercial clientele to uphold strong relationships.
- Understand the individual client requirements and directing them towards the optimal products and services
- Collaborate with cross-functional teams to ensure seamless implementation of business development plans.

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

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

- Proven track record of successfully driving business growth and achieving sales targets.
- Exceptional interpersonal and communication skills for building and maintaining client relationships.
- Adaptability to evolving business landscapes and changing priorities.
- Self-motivated, results-driven, and able to work independently

### ***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 0351 or call David Esler on 0420 905 580 for a confidential discussion.

**Kaizen Executive**

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