



March 2024

**Step into a legacy of excellence in the aluminium industry. Backed by 150 years of expertise, as an Area Manager, shape the future of this dynamic industry.**

## Area Manager

- Australia owned business thriving for 150 years, dominating the aluminium building industry.
- Offers expert guidance for selecting the best solution tailored to customer's needs.
- Promotes ongoing learning and skill advancement opportunities.

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

Is an Australian owned and operated business with more than 150 years of experience, specializes in crafting energy-efficient aluminum systems enhancing weather resistance, acoustics, and thermal insulation. Continuing their quest to establish the industry benchmark, they seek an Area Manager adept at leading and fostering success.

### **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 ongoing growth and advancement.

### **Your Responsibilities**

Based in Lytton, and reporting to the Managing Director, this role primarily involves increasing sales and gross profit in designated territories to meet the company's profitability goals. Your key responsibilities will be to:

- Develop and execute strategic sales plan. To achieve company objectives within assigned territory.
- Achieve sales goals by assessing client needs and following a systematic sales approach when interacting with potential customers.
- Monitor customer feedback and implement improvements to address concerns.
- 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 of consistently meeting or exceeding sales targets in a dynamic sales environment.
- Strong planning, organizing, communication and time management skills.
- Commitment to delivering outstanding customer service.
- 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 0346A or call David Esler on 0420 905 580 for a confidential discussion.

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