



May 2025

Bring your sales skills to one of Australia's top aluminium distributors! Offer value-added solutions backed by world-class facilities.

Sales Representative

- Specializing in custom aluminium extrusions and advanced processing for both simple and complex high-end products.
- Exclusive global partnerships provide custom extrusions, enhanced services, and premium quality, offering tailored solutions for every client's needs.
- Promotes ongoing learning and skill advancement opportunities.

Our client...

Is a leading supplier of aluminium extrusions and processed products, with a national distribution network and value-added services across diverse industries. Staying focused on setting the industry standard, they are searching for a Sales Representative who can boost growth and deliver impressive results.

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
- Fully Maintained Tool of Trade Vehicle
- Opportunities for ongoing growth and advancement.

Your Responsibilities

Based in Newcastle and reporting to the Regional Manager, this role primarily involves increasing sales and gross profit to meet the company's profitability goals. Your key responsibilities will be to:

- Develop and maintain strong relationships with existing and potential customers.
- Identify and pursue new business opportunities to expand the customer base.
- Provide detailed quotes and technical expertise to clients.
- Collaborate with internal teams to ensure timely and accurate order processing.

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 the aluminium distribution 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 KE0366 – Newcastle or call David Esler on 0420 905 580 for a confidential discussion.

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• recruit for attitude •