

Take the lead role as an Area Manager ANZ and grow your career inside this progressive company. Drive innovation to create safer, smarter spaces for a better tomorrow.

Area Manager

- Leading innovator in bent, toughened, and specialty laminated glass since 1986.
- Delivering premium glazing solutions for marine, architectural, and high-security projects.
- Market-leading compensation

Our client...

Our client is a New Zealand family-owned company, looking to grow their business in Australia. They specialize in innovative glass solutions, with a focus on innovation and customer service, they provide tailored glazing solutions. To ensure excellence in delivering premium products and services, they are seeking an Area Manager to drive innovation and manage top tier glazing services.

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 for the following:

- Market-leading compensation
- Superannuation
- Tools of Trade and Car Allowance

You're responsibility...

Based in North Lakes, Brisbane and reporting to the Head of Sales, your primary responsibility will include managing and growing sales across Australia and New Zealand, focusing in expanding customer relationships and collaborating with the Business Development Manager and NZ Customer Experience Team to achieve outstanding results. Your key responsibilities will be:

- Managing key accounts, develop engagement plans, maintain CRM data, educate customers, and collaborate with the Customer Experience Team to ensure top service and monitor market trends.
- Developing and achieving sales targets, execute strategic plans, manage key customer relationships, convert quotes to sales, monitor performance, and support new market opportunities.
- Enhancing customer understanding of the company products, stay informed on industry trends and regulations, and provide feedback to drive strategic decisions.
- Accurately recording customer interactions in Salesforce, provide regular sales activity reports, and create action plans based on insights.

What you will bring...

The ideal candidate for this full-time position has the following attributes:

- With a strong and demonstrated successful sales background, you can demonstrate a proven ability to achieve results through collaborative approach.
- Commercially savvy and have strong business acumen.
- Proficient in Microsoft Office and advanced computer skills, with essential experience in CRM systems and reporting.
- Able to travel freely on a regular basis throughout Australia and New Zealand.
- Proactive and able to take initiative.

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 KE 0367 or call David Esler on 0420 905 580 for a confidential discussion.

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