

August 2025



**Top provider of residential & commercial windows/doors. Ready to grow Key Accounts and lead with your skills? Take on the challenge today!**

## **Business Development Manager – Key Accounts**

- Focus on the Majors ... Sydney and Greater NSW
- Australian owned family company
- Highly customer service focused organisation

### **Our Client**

A leading privately owned manufacturing company, specialises in the sales and distribution of a wide range of locally manufactured residential and commercial window and door products, working directly with multiple major builders across New South Wales. Given their rapid growth, they are now looking for a professional Business Development Manager who has experience in managing and growing key accounts.

### **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 base salary
- Superannuation
- Fully maintained company vehicle
- Secure working environment

### **Your responsibility**

Based in Sydney and reporting to the National Sales Manager, this role's primary purpose is to drive the growth and development of current and future key accounts and the business generally. Key responsibilities will be to:

- Manage the planning, direction and organisation of key account support.
- Build a long-term sales plan that meets with revenue, margin and growth targets.
- Drive the day-to-day sales and marketing activity, ensuring profitable business growth.
- Own the businesses performance from a sales perspective through their major account portfolio.
- Create a supportive team environment that delivers exceptional customer service always.

### **What you will bring**

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

- Demonstrated successful development and management of key accounts across NSW.
- Highly motivated by the competitive, entrepreneurial world of sales and marketing management.
- Strong commercial and financial acumen, with the ability to develop and meet all key sales and margin targets.
- Strong interpersonal and communication skills, that foster a team spirit within the business generally.
- Well developed planning, organising and time management skills, supported by a high attention to detail.

### **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 0369 or call David Esler on 0420 905 580 for a confidential discussion.

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● recruit for attitude ●