



January 2026

Unlock your sales potential with a leading glass distributor! Drive growth, manage key accounts, and advance your career with a dynamic team.

Sales Representative - Glass

- Distributor of High Performance, Energy Efficient Glass Products
- Highly regarded by its customers for its consistent quality & service excellence
- Excellent salary package and solid career progression

Our client...

Is one of the markets' leading glass distribution companies, offering high performance glass products distributed across Australia from multiple state of the art distribution facilities. They design for the future and are passionate about building sustainably with energy efficiency in mind.

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
- Tools of Trade Vehicle
- Strong career progression

Your Responsibilities

Based in Melbourne, this role will be primarily responsible for promoting and selling the company's outstanding selection of glass and glazing products to a diverse customer base. 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 sales experience in the glass & glazing industry (This is Essential).
- Familiarity with AutoCAD or similar software is a benefit.
- Knowledge of AS1288 & AS2047 and the BCA generally
- Strong communication and negotiation skills.

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 KE 0377 or call David Esler on 0420 905 580 for a confidential discussion.

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• recruit for attitude •