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kaizen

executive

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

- 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 broad range of locally manufactured residential and commercial window and door products. Partnering with several major builders across New South Wales, the company is experiencing strong growth and is seeking an experienced Business Development Manager to manage and expand key client 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 Central Coast and reporting to the National Sales Manager, this role's primary purpose is to support the growth and development of existing and prospective key accounts, as well as the broader business overall. Key responsibilities will be to:

- Oversee the planning, coordination, and delivery of support for key accounts.
- Develop and implement long-term sales strategies aligned with revenue, margin, and growth objectives.
- Lead daily sales and marketing activities to drive sustainable and profitable business growth.
- Take responsibility for sales performance across the major account portfolio.
- Foster a collaborative team culture focused on delivering outstanding customer service at all times.

What you will bring

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

- Oversee the planning, coordination, and delivery of support for key accounts.
- Develop and implement long-term sales strategies aligned with revenue, margin, and growth objectives.
- Lead daily sales and marketing activities to drive sustainable and profitable business growth.
- Take responsibility for sales performance across the major account portfolio.
- Foster a collaborative team culture focused on delivering outstanding customer service at all times.

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 ●