

Account Manager

Kimberley Products is a Market Leader in supplying Quality Products to the Australian Building Industry.

Due to recent company growth, an exciting opportunity has arisen for a pro-active, hands on Account Manager to be responsible for developing new business and assist with the management of maintaining our existing clients, including major trade and retail clients.

Reporting directly to the Sales Manager & Directors, you will be required to work autonomously, providing support to the internal sales team. You will also need to have excellent communication skills (both written & verbal), and be able to manage all leads, sales etc are followed up, and documented in our database.

It is your responsibility to build and maintain strong relationships with our customers ensuring customer satisfaction & retention. You will also need to be able to organise / conduct meetings and liaise with our clients and support staff.

Ideally the successful candidate must be able to demonstrate:

- A proven successful sales background with Account Management & Customer Service.
- Motivation, Hardworking, Confident & Well Organised.
- The ability to work closely with the Management Team
- Relevant experience with in the building industry, with a strong understanding of Building Codes, Regulations etc.
- Success in launching & implement new products to existing clients.
- Excellent relationship & customer service skills.
- Ability to negotiate and communicate thoroughly to achieve a favourable outcome.
- Sound PC Skills (including MS Word, Outlook & Excel). Competent experience using SAP Business One will be highly regarded.
- Commitment and desire to achieve a successful relationship with our customers and staff.

More information available at <http://www.kimprod.com.au/jobs.htm>

We can offer a highly competitive salary to the right candidate.

If you are professional, positive thinker, and have the ambition to make a difference by growing our business, we want to hear from you.

Please send your Application and Resume to kimprod@kimprod.com.au

No Phone or Walk In enquiries will be taken.