

Sales Manager

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

A rare and exciting opportunity has arisen for a pro-active, hands on Sales Manager to be responsible for developing new business and maintaining an existing array of clients, including Bunnings, Mitre 10, John Danks etc.

Reporting directly to the Directors & Support Management Team, you will be required to work autonomously, providing support to your sales team. You will be responsible for achieving Sales Targets and KPI's. You must be **proactive** in all aspects of Lead Management, Sales Administration and Reporting. 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 as well as liaising with our clients and support staff.

The successful candidate must be able to demonstrate:

- A previous successful role in Sales Management for at least 3 years.
- Self Motivated, Hardworking, Confident & Well Organised.
- Relevant experience with in the building industry, with a strong understanding of Building Codes, Regulations etc.
- Success in launching & implementing 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.
- Prepare and Present Sales reports / Presentation to the Directors.

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.