

## INDIGENOUS EMPLOYMENT OPPORTUNITIES – BRISBANE METRO



I am delighted to announce that IPA Diversity has been appointed as the Indigenous Australian recruitment partner for a major national manufacturer of industrial and safety products. With your support, we can make a huge difference to Indigenous Australians, creating long-term meaningful outcomes and positive social change.

### **Internal Accounts Representative – BRISBANE METRO - Work Type:** Permanent - Full Time

The role will be primarily internally based to service new and existing accounts with an aim to obtaining maximum sales growth and customer satisfaction. Achieve both sales and trading margin growth, while developing strategies to improve customer service levels.

#### **WHAT WILL I BE DOING?:**

- Manage and service a tier 2 – tier 4 customer portfolio.
- Monitor sales by product group to identify areas of opportunity.
- Own sales inquiries via inbound sales calls and strive for a first point of call resolution and total customer satisfaction.
- Seek and develop opportunities for growth through strategic planning and analysis
- Service counter sales and strive for a first point of call resolution and customer satisfaction

#### **WHAT EXPERIENCE DO I NEED TO HAVE?:**

- Experience in an Accounts management role with a passion for sales
- Experience with customer service either face to face, over the phone or virtually
- Outstanding oral and written communication with the ability to confidently influence and negotiate
- Comprehensive computer experience specifically with Microsoft Suite
- Attention to detail with the ability to multi-task and focus on completion of allocated tasks
- Openness to explore and understand your customers' needs and business plans
- Exceptional stakeholder management with a commercial focus

### **How to Apply:**

If you're interested or wish to find out more information about the opportunities, please contact **Charlotte Dean** on **0438 125 602** or send your resume to [charlotte.dean@ipa.com.au](mailto:charlotte.dean@ipa.com.au)



LOVE YOUR WORK.



OWN IT.



TAKE THE LEAD.



BE THE DIFFERENCE.

*IPA acknowledges the Australian Aboriginal and Torres Strait Islander peoples as the first people of the nation and the traditional custodians of the lands where we live, learn and work.*

