

INDIGENOUS EMPLOYMENT OPPORTUNITIES – AREA SALES MANAGER - MACKAY



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.

AREA SALES MANAGER - MACKAY

WHAT WILL I BE DOING?

- Leading, coaching and developing all members of the external sales team to maximize their effectiveness through ensuring superior sales, technical and customer relationship building skills
- Developing, maintaining and leveraging strong customer relationships with existing and potential customers to ensure products and services continue to meet customer requirements
- Exceeding sales and margin budgets through effective sales management and implementation of new sales strategies and procedures
- Conducting regular fieldwork to help both develop the skills of sales team members and maintaining regular frontline customer contact
- Reviewing actual sales against budgets and taking corrective action against discrepancies

WHAT EXPERIENCE DO I NEED TO HAVE?

- Experience with people management, coaching and mentoring sales staff to ensure they are developing and meeting KPI's.
- Face to Face account management experience
- Strong business development experience coupled with outstanding communication, negotiation and presentation to maximise your potential.
- Experience exploring new development opportunities and actively hunting new business within a similar industry.
- **Degree qualifications in Commerce, Business or Marketing (essential).**

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



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.

