

Account Manager

- Australia's First 100% Carbon Neutral Manufacturer
- Adaptable and Experienced Account Manager Professional
- Circa \$65K package + super + car + incentives

The perfect opportunity to combine skills and experience with a passion for the environment...

The organisation

Our client is a world leader in the production of environmentally responsible modular floor coverings for commercial applications. Led by an inspirational chairman, our client has gained worldwide recognition for their commitment to environmental sustainability and the philosophy of 'doing well by doing good'.

The role

Our Melbourne-based client is seeking an **Account Manager** to establish and maintain strong relationships with clients and potential clients of the Company. Reporting to the State Sales Manager, the successful candidate will be required to identify business opportunities and negotiate profitable sales to clients in a professional manner, and will be accountable for ensuring achievement of gross profit incomes, to budget levels established by the Company.

Direct responsibilities of the role include:

- Building and maintaining sales and business development activity to reach company targets across Victoria and Australia.
- Developing and implementing client specific business plans for key clients & market sectors.
- Billings and order intake in line with Victorian targets.
- Maintaining awareness of market conditions and competitor changes and impacts.
- Continually representing the Company in a professional and intelligent manner.
- Attending industry functions to develop broad market awareness and develop external awareness of the Company through networking at events.
- Providing feedback on the marketplace that could affect the company.
- Adhering to company reporting standards.

The candidate

Degree qualified, the candidate will have significant account management experience in a commercial business environment, with strong project management skills and a stable background. A clear understanding of the financial aspects of a business and associated industry knowledge are required for this role. A current driver's license is also required.

The following are key applicant attributes necessary for the role:

1. Excellent pre-existing sales and account management skills.
2. An ability to take us to the market and not wait for the market to come to us
3. A talent and passion for the role, and not necessarily from within the industry.
4. Strong communication and negotiation skills to effectively develop and maintain relationships with clients in all levels of organisations, with particular ability and expertise in liaising with Architect and Design professionals.



5. The candidate will display an open communication style, be receptive to new ideas and adapt with ease to changing circumstances.

Sustainability Jobs also recognises that our client, being leaders in the sustainability industry would gain value from a candidate with an established understanding of sustainability and our client's approach to innovation through sustainability.

Please note you must hold Australian work rights to apply for this position.

To apply for this position and register your interest, please contact:

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