

Technical Sales Representative

About the company

We are a part of the Titus Group which provides customers in the furniture making, kitchen manufacturing, shop-fitting and cabinetmaking sectors with component solutions that improve their competitiveness.

Titus Tekform in Australia offers our customers knowledge of furniture production processes, tight relationship with suppliers and a wide distribution network with an extensive and relevant product portfolio continually evolving in line with current worldwide trends and our customers' expectations.

About the Role

The key focus of the role is to service existing customers and continue to maintain strong relationships while in turn seeking new business opportunities and relationships with cabinetmakers, shopfitters, kitchen manufacturers and joiners.

Reporting to the Sales Manager, key responsibilities include:

- Management of customers for the nominated region
- Working closely in conjunction with the State Manager to develop and grow these accounts.
- Ability to prioritise, multi task and meet deadlines
- Daily CRM & monthly reporting
- Meet monthly sales targets as set out by management
- Further develop and manage existing accounts
- Following up on leads & sourcing new opportunities
- Ensuring timely and efficient delivery of customer requirements

Ideally you will be working within a similar role within the industry and will possess:

Have developed relationships within the trade and construction industry and or experience within the cabinet making trade would be highly regarded.

Have product / Industry knowledge and experience in the kitchen manufacturing, cabinetmaking or shop-fitting industries

Possess Exceptional relationship building and communication skills

Be a strong team player, who can also work autonomously and manage key accounts

Ability to develop effective working relationships both internally and externally

Possess a positive "can do" attitude is a must

Intermediate computer skills (including the Microsoft suite of programs)

Package Includes

Annual Salary + Commission + iPad + Phone + Vehicle or Allowance

Applications

If you have the required skills and experience to join our rapidly expanding sales team please forward your resume and a cover letter to

TitusTekformHR@titusplus.com

Or call your local branch details located on the contact page of our website

Please note: Any applications from recruitment agencies will not be considered