

November 2023



Ready to elevate architectural excellence? Be the driving force behind architectural specification and innovation in the world of aluminum coating!

Architectural Specification Support

- Award winning metal finishing and distribution company.
- Service the architectural building products segment.
- Significant growth opportunities and career development.

Our client...

Our client is an independent finisher of architectural aluminium across Australia. With a customer focused legacy spanning over 40 years, they are at the forefront of providing award-winning anodising and powder coating solutions from cutting-edge facilities in Sydney, Melbourne, and Brisbane. Their commitment to exceptional customer service continues as they are now looking to further invest in their people to help them continue this growth journey.

What they Offer

Being a forward-thinking company that thrives on seeing their people develop and believing that effort should always be rewarded, they are offering the right person with drive and enthusiasm the following:

- Competitive annual salary
- Superannuation
- Opportunities for career progression

Your Responsibilities

Based in Wetherill Park and reporting to the National Sales Manager, this role will be primary responsible for delivering top-tier customer service to various teams by supporting the professional presentation of products through the sales and business development team, catering to a specific and well-researched audience. Your key responsibilities will be:

- Generating increased interest in client brands through targeted approaches to the architectural specification and design community.
- Documenting all interactions in the CRM system to support direct efforts by sales and business development teams.
- Collaborating with sales teams to track and ensure success in major architectural projects, focusing on specification adherence.
- Engaging directly with the architectural community to establish relationships, respond to inquiries, and provide marketing support for trade nights and campaigns.

What you will bring

This full-time position will suit someone who has the following attributes:

- Graduate in Architecture, Interior Design or disciplines that support customer requirements and interaction.
- Previous experience servicing the architectural specification & design community or a demonstrated ability to learn.
- Be able to drive specification growth at the project level including tier 2 & 3 customer levels through established contacts.
- Ability and desire to deliver exceptional customer service to both internal and external customers.
- Support sales and business development teams in gaining architectural specification and project insights.

Sound like you?

Then what are you waiting for? Hit the apply button to send a covering letter addressing the selection criteria and an up-to-date resume quoting reference No. KE 0347 or call David Esler on 0420 905 580 for a confidential discussion.

Kaizen Executive

p: 0420 905 580

e: david.esler@kaizenexec.com.au

w: www.kaizenexec.com.au



• recruit for attitude •