



Are you looking for your next career change and a bit of a challenge? Join this finishing business with a reputation that is built on service.

Business Development Manager – Finishing Industry

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

Our client...

Our client is one of the largest dedicated coaters of Aluminium in Australia, with 3 plants in operation, incorporating 11 production facilities. Started some 40 years ago, the vision of the company founders was to develop an organisation to specialise and excel in surface finishing, and that early vision has remained central throughout the growth and diversification of this business.

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 base salary
- Superannuation
- Fully maintained company vehicle
- Training and development
- Secure working environment

You're Responsibilities

Based in their Western Sydney offices and reporting to the company's National Sales Manager Manager, this role's primary purpose is to drive the growth and development of an existing customer base through building key relationships and developing ongoing business opportunities. Your key responsibilities will be:

- Ability to be able to write and manage territory activity plans
- Introducing new and innovative products across your customer portfolio
- Develop sustainable long-term customer relationships and networks
- Capacity to be able to negotiate and deliver results under pressure

What you will bring

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

- Proven work experience in sales in finishing and/or the aluminum industry,
- Effective communicator, both written and verbally, particularly with technical information
- Highly motivated and energetic with plenty of initiative and a can-do attitude
- Professional demeanor and a high level of personal presentation.
- Reliable, enthusiastic and with a strong work ethic, with a focus on customer service excellence.

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 0355 or call David Esler on 0420 905 580 for a confidential discussion.

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