


**JOB VACANCY**

<b>Work Location</b>	Australia
<b>Work Address</b>	Hampton Park, Melbourne
<b>Hiring Department</b>	Sales
<b>Hiring Position</b>	Sales Executive
<b>Employment Type</b>	Full-time
<b>Job Responsibilities</b>	<ul style="list-style-type: none"><li>• Successfully managing a territory of existing accounts inclusive of the diligent servicing of major accounts. Including:<ul style="list-style-type: none"><li>○ Manage a cycle of customer contact</li><li>○ Effectively report and administer Sales and Customer information using the Loscam Customer Relationship Management System.</li><li>○ Developing and maintaining relationships with major customers to minimise account loss and increase revenue.</li></ul></li><li>• Proactively targeting and winning new customer accounts in line with the business Sales strategy.<ul style="list-style-type: none"><li>○ Maintain a focus on new customer and pipeline initiatives.</li><li>○ Structure, build and enhance new customer relationships to maximise new customer satisfaction.</li></ul></li><li>• Reporting in line with Sales territory.</li><li>• Be active/ on the road in the marketplace four to five days a week.</li></ul>
<b>Job Requirements</b>	<ul style="list-style-type: none"><li>• Self-motivated achiever.</li><li>• Strong Sales skills with an ability to close deals.</li><li>• High-level presentation and communication skills.</li><li>• Possess negotiation and territory management abilities.</li><li>• Solution Solving, Managing Potential Conflict.</li><li>• Commercial and Financial Understandings of Sales Reports, Revenue Numbers, Profit and Loss.</li><li>• Preparation and Presentation of reporting and sales opportunities.</li><li>• Team oriented.</li><li>• Strategic Approach.</li><li>• Enjoys direct customer contact.</li><li>• Developing and Maintaining Strong Relationships</li><li>• Hold Current Drivers License</li></ul>
<b>How to Apply</b>	<b>Please send your CV stating the position you are applying for by clicking <a href="#">Apply now</a> </b>
<b>Application Deadline</b>	<b>1<sup>st</sup> July 2022</b>
<b>Remarks</b>	<p>For other job openings, please visit our Career page for more details.</p> <p>All information provided by applicants will be treated in strict confidence and used for recruitment purpose only. All personal data of unsuccessful applicants will be retained for 18 months for future recruitment purpose and will then be destroyed.</p>