

# QLD Sales Manager

SIEPER Group

Silverwater, Sydney NSW

Full time



## **About us:**

SIEPER Group (SG) is a wholesale distribution company with 70+ years' experience supplying the locksmith & security industry. We distribute throughout Australia and New Zealand a wide range of Security related products sourced from around the globe and locally.

## **The Role:**

A Hands-on role. You will have a strong customer service ethic.

- Servicing our Locksmith, Key Cutting and Hardware customers in Queensland.
- Be responsible for creating sales growth by servicing a large existing customer base.
- Be responsible for developing new business relationships & opportunities.
- Reviewing customer buying trends and monitoring & reporting on competitor activity.
- Report & communicate market status & strategy to a National Sales Manager.
- Work closely & receive support by our national sales & support staff network.
- Attend trade shows, exhibitions, and other events.

### **What we would like from you:**

- Willingness & eagerness to learn in a fast paced & growing business
- Typing & numeracy skills to provide sales reports & communicate market needs
- Confident and empathetic phone manner and high level of enthusiasm and energy
- Prompt & Punctual
- Excellent verbal and written communication skills in addition to a customer service approach.
- Computer literacy and enthusiasm for keeping up with new technologies
- Innovative nature, always looking for better ways to do things but more importantly willing to have a go at anything.
- Experience with Locksmithing, Key-cutting or other Technical Trades would be highly regarded (not essential)
- Whilst industry related experience would be beneficial in this role, we are willing to provide training to an enthusiastic and driven individual who is prepared to learn and develop themselves in their career.

### **Why Should You Apply?**

- Being part of a long established, growing business. (70+ years)
- On-going training provided.
- Competitive Salary & Sales Bonus Scheme
- Company supplied vehicle
- Phone/Laptop supplied