

VACANCY

Sales Manager – South Australia

Based in Direk, this position offers a competitive salary in a fast growing industry leading organisation.

In line with the business strategy, AHG RL are currently seeking a South Australian Sales Manager to source and secure revenue growth for all existing and future developed services within the business.

This role will see you responsible for that including:

- Achieving revenue growth from within the existing customer base, new strategically targeted prospects and internally and externally generated leads
- Working closely with both the Commercial and relevant business Managers to develop a sales strategy for each of the existing nominated accounts
- Developing a sales pipeline in line with the business' strategy and agreed growth objectives
- Working with the relevant Managers to appropriately forward plan for each of the existing high profile accounts
- Be diligent in following up with customer visitations to maximize opportunities Prepare proposals for submission and ensure all proposals and quotations incorporate all relevant legislative requirements
- Establish, develop and maintain positive customer relationships
- Track sales and provide status reports
- Ensure the swift resolution of customer problems and complaints.

We are looking for candidates with the following skills and experience:

- Previous sales experience with exposure to Transport, Logistics or Cold Storage and/or line haul environment
- Excellent knowledge of the MS Office suite
- Proven ability to build positive professional relationships with clients
- Highly motivated and target driven with a proven track record in sales
- Excellent selling, communication and negotiation skills
- Proven willingness to learn and improve
- Ability to create and deliver presentations tailored to the audience needs
- Relevant degree or equivalent.

Please forward all interest and applications to Casey Curran (ccurran@ahg.com.au) .