

Australia Jobs Expertini®

Area Sales Manager

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Company: Access Hire

Location: South Australia

Category: other-general

You are applying for the position of Area Sales Manager for company Access Group Australia . Please fill in your details below to submit an application for this position. This position is located in: Adelaide Close date: Sat, 11 May 2024 11:59pm Access Hire is a leading supplier of hire equipment, including an extensive range of elevated work platforms and access equipment for both hire and sale A specialist division of Access Group Australia, Access Hire has quickly become the most trusted hire company in Australia, with a strong brand presence and reputation in the industry. Our core business facilitates the hiring, selling, servicing and transportation of Elevated Work Platforms including Scissors, Boom Lifts, Telehandlers and Forklifts to the Construction, Material Handling and Mining Sectors. We have a strong team of employees who work in a fast paced, high-performing collaborative and entrepreneurial environment. We have an exciting opportunity for a high-energy, smart, can do Area Sales Manager who is driven to take their experience to the next level while working in a fast-paced, high-performing, collaborative and entrepreneurial environment. Based in our Wingfield branch and reporting directly to the Sales Director, you will be primarily responsible for building market share and driving revenue by developing new business. Other duties and responsibilities include, but are not limited to: Establish yourself as an industry client solution partner Drive revenue growth to meet and exceed agreed-upon targets on a monthly and annual basis Establish and maintain strong, lasting relationships with key stakeholders Spend time in the field by conducting customer site visits that strengthen business relationships The successful candidate will be an individual who will honour our core values of People, Safety, Respect, Communication and Continuous Improvement - in addition to

this they will have; Previous experience, ideally 2+ years, in a similar position with a successful track record for achieving results through influence Experience within the Hire industry or another industry similar is highly advantageous, however, not essential for the right candidate Proven ability to build and foster strong working relationships with both internal and external stakeholders at all levels of an organisation Excellent communication skills, with the ability to engage with stakeholders at all levels. Strong motivation to deliver an exceptional customer experience. A fun, energetic and hardworking approach. Willingness to learn and be coached for success. Current and valid Driver's License Benefits of Joining the Access Hire team Competitive base salary plus superannuation Attractive uncapped commission structures. Fully maintained company vehicle, phone and laptop The opportunity to work for a well-established, secure, and growing organisation Inspirational leadership that is eager to help you and your team succeed. Employee recognition program where we celebrate our successes and learn quickly from our mistakes. A positive and dynamic workplace with an ongoing commitment to continuous improvement and personal development Employee Assistance Program (Wellness and Mental Health) A safe workplace, with a strong focus on ZERO harm - every day. How to Apply This is a great opportunity to work in a progressive and dynamic team within within a secure and stable industry. If you feel that you have the experience, ability and skills, we want to hear from you! Click [Apply Now](#) and upload an updated copy of your resume and cover letter. At Access Hire, we recognise that we are strengthened by diversity. We are committed to providing a work environment in which everyone is included, treated fairly and with respect. We are an Equal Opportunity employer and encourage women and Indigenous candidates to apply. *****Please Note***** Only candidates with the right to work in Australia will be considered for this role.

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