

Customer Development/Sales Consultant

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Company: Mojo Recruit

Location: Lennox Head

Category: other-general

Excellent opportunity to grow your career in a secure industry Employee discounts and generous rewards program + tools of trade Career development and ongoing training opportunities Excellent opportunity for a motivated sales consultant to join an established iconic Australian brand, providing solutions to new and existing customers across the Ballina region. About the role Reporting to the Branch Manager, you will take a proactive approach to establishing, developing and maintaining key customer relationships to grow strong and sustainable sales in the region.

Key responsibilities include:

Secure new business, generate leads and identify sales opportunities

Build and maintain strong relationships with existing and potential customers

Work with Branch Manager to set and achieve sales targets

Maintain a strong and sustainable pipeline

Undertake regular call cycles and maintain organised and up to date records

Provide accurate and on time reporting

Monitor and review individual targets and provide feedback to manager

Stay up to date to advise customers of the Flick Anticimex range of products and services

Provide excellent customer service by addressing enquiries, concerns and follow-up

Participate in training programs to stay updated on the latest pest control technologies and industry best practices About you 2 years + sales experience

Proven sales experience with the ability to generate new business leads

Driven to achieve sales results and meet deadlines

Self-starter with an ability to build relationships with new and established clients

Understanding of financial/budget information and processes

Well presented with excellent interpersonal and communication skills
Positive attitude with an enthusiastic and proactive approach to the role
Professional and reliable, with a willingness to accept responsibility
A genuine interest in the industry
What we offer
Competitive salary + commission

Company provided vehicle, mobile phone and laptop

Employee discounts on Flick Services for family and friends

Excellent employee rewards program

Great team environment & positive work culture
Career development and training opportunities provided
Flick Anticimex is Australia's leading pest and hygiene company, operating from over 55 branches and depots across Australia and New Zealand. Established more than a century ago; at Flick, we pride ourselves on innovation and Best in Practice services, with a commitment to limited impact on the environment.
When you begin a career with Flick - you join a trusted, passionate family who love what we do.
If this sounds like something you want to be part of, apply today.
#J-18808-Ljbfrr

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