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Lighting Specification – Senior Sales / Bdm

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Company: Verbatim Australia Pty Ltd

Location: Sydney

Category: other-general

Lighting Specification – Senior Sales / BDM

Verbatim Lighting stands as national supplier to Australia's commercial, education, infrastructure, health and industrial sectors, offering an extensive selection of interior and exterior lighting solutions. Verbatim have been in Australia for over 40 years and engaged in lighting for the last 12 years. We have a steadfast dedication to quality and continue to expand our impressive portfolio. Presently, we are in pursuit of an experienced Specification Business Development Manager (BDM) with established connections within New South Wales' markets. We seek an individual who thrives on cultivating new opportunities and delivery quality outcomes for our customers. The Role Engage with Engineers, Lighting Designers, and Architects Develop new business, whilst maintaining existing accounts Developing and implementing strategic sales strategies Tailor specifications to align with clients' needs and design visions Implement a technical sales approach for lighting solutions Provide educational product presentations Support delivery of projects working with contractors and wholesalers Skills & Experience Needed This role is suited to an experienced candidate who currently works in the lighting industry Track record – in achieving sales budget Proven specification experience with Engineers, Designers and Contractors We require a pro-active individual that can manage their time. There is an opportunity for the right candidate to step up in to a State or National Team Leader role, which is open for discussion. Salary and Benefits Base salary: \$100,000 to \$120,000 Superannuation Provided work tools Your application will include the following questions: Which of the following statements best describes your right to work in Australia? Report this job advert

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