

Sales / Account Management Representative

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Company: Gateway Synergy Recruitment

Location: Australia

Category: other-general

The Company

Our client is commercial food catering equipment provider in Darwin. They are currently seeking an experienced **Sales / Account Management Representative** to join their team in Darwin.

This role is an opportunity to relocate to Darwin, NT

The Position

An exciting opportunity has become available for an experienced Sales / Account Management Representative to join our client's team in Darwin.

The Role

The Sales / Account Management Representative is responsible for customer service and sales of the client's consumable products within the hospitality industry. The Sales / Account Management Representative will be actively contacting the company's existing clients to offer their line of consumable products and checking in to see if they are interested in stocking up.

Excellent customer service to customers, through fast and professional responses to inquiries and feedback

Contacting existing customers to offer the company's consumable products and expanding relationships with existing accounts

Answer customers' questions and help them in an efficient manner

Assist with customer sales at the showroom, as well as on the road whilst executing a regular customer call schedule

Collaborate with the team to ensure overall customer and product satisfaction

Be motivated to meet or exceed key performance targets, both personally and as a team

Follow team communication procedures, policies, and guidelines at all times

Perform each duty to fulfil customers' satisfaction

The Candidate

The successful applicant will have:

Prior experience in hospitality industry, opportunity for candidates with experience selling hospitality products in an internal sales or account management capacity

Prior experience in a similar role, dealing with customer service.

Technological aptitude to manage spreadsheets, documents, and collaborative online forums

Able to thrive in high pressure situations

Current Australian Driver's License

Experience working on similar industry preferred

“OPENING THE GATEWAY BETWEEN TALENT & OPPORTUNITY”

If you would like to look at our other unlisted roles, you can find them at:

<https://gatewaysynergy.com.au/careers/>

You must submit a CV on application prior to a phone call and be prepared to sign a nondisclosure. Feel free to call thereafter on the following 0482 074 845

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