

Senior Sales Representative For Personal Protective Equipment

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Company: 3M Group

Location: Western Australia

Category: other-general

Senior Sales Representative for Personal Protective Equipment page is loaded Senior Sales Representative for Personal Protective Equipment Apply remote type Hybrid locations AU, Western Australia, Belmont time type Full time posted on Posted Yesterday job requisition id R01132154 3M has a long-standing reputation as a company committed to innovation. We provide the freedom to explore and encourage curiosity and creativity. We gain new insight from diverse thinking, and take risks on new ideas. Here, you can apply your talent in bold ways that matter. Job Description: Contribute to achievement of national sales targets for Personal Safety Division (PSD) Achieve individual sales and activity based goals for the territory Support and implement marketing programs Proactively develop and implement territory sales plan & IDP Establishes and enhances business relationships with key distributors and major end user accounts in sales territory Leverage management, marketing & technical staff to improve key business relationships and achieve sales targets Undertake project activities as required by division Qualifications Higher School Certificate or equivalent 3-5 years Sales experience with proven results. The incumbent will ideally have formal business qualifications at a tertiary level or have achieved equivalence through diversified experience in industry and commerce. Postgraduate qualifications would be highly regarded. Key Account Management experience preferred but not mandatory Understand category management, motivational tools Basic understanding of finance, logistics, operations and good business acumen Proficient in MS Office. Job type: permanent Location: Belmont #LI=hybrid

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