



## REGIONAL SALES MANAGER METRO REGION (QLD)

Due to continued growth we require the services of an experienced **Regional Sales Manager** to complement the existing and highly successful Sales Team covering part of the Metro area, from our Acacia Ridge branch.

Reporting directly to the State Sales Manager, this role will see you responsible for managing our growing customer base through the ongoing sale of Volvo Construction Equipment.

To be successful in the role you will need to be able to demonstrate previous sales experience in a similar environment, outline how you would apply time and territory management, and have a practical understanding of the earth-moving industry in general. In addition, you will also possess:

- excellent communication and interpersonal skills;
- have sound prospecting, negotiating and closing skills;
- excellent customer relations and an ability to motivate and influence others;
- an ability to work without direct supervision;
- ability to work outside of normal working hours and travel when required;
- a solid understanding of machine specifications and working applications gained through industry experience; and
- good computer skills with Microsoft based applications.

An attractive remuneration package as well as a fully maintained vehicle will be negotiated with the successful applicant. Interested applicants are invited to submit their resume by 2<sup>nd</sup> March 2012 marked to the attention of:

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