

Regional Sales Manager - NSW

Hays | Sales • Sydney CBD NSW



Base pay

\$120,000 - \$150,000



Work type

Full time



Contract type

Permanent

Job details



Date posted

22 Mar 2022



Expired On

07 Jul 2022



Category

Sales



Occupation

Sales Director & Leadership



Base pay

\$120,000 - \$150,000



Contract type

Permanent



Work type

Full time

Full job description

Your new company

A local privately owned Australian business who are a service delivery specialist in the Direct to Equipment Fuel, Oil & Lubricants market.

The business transports, delivers and directly refills those key fluids essential for keeping all types of Capital Equipment, Mobile Machinery, Generators and Lighting Towers in operation in Industrial and Construction sites across NSW.

Your new role

The business are looking to hire a Regional Sales Manager to look after their NSW business, primarily across Metro Sydney, but could also include regional locations if you have broader contacts, for example in Mining.

Your remit would be extend revenue lines with existing customers, seek new opportunities and develop new business, taking market share from competitors and ensuring business growth.

What you'll need to succeed

- Their preferred background is an Industrial Sales candidate, with experience selling solutions onsite into capital equipment and mobile machinery
- Knowledge in the distribution and sales of Fuel, Oil, Lubricants, Gas, or Mobile servicing of Hydraulics or Pneumatics equipment
- Industry understanding of purchasing patterns of Industrial clients - understanding both head office and procurement led as well as Site-level led sales lifecycle.

What you'll get in return

A rewarding salary for the right profile, who can add value and win new business for the organisation. The agility of working with a local privately owned company with huge growth potential.

What you need to do now

If you're interested in this role, click 'apply now' to forward an up-to-date copy of your CV, or call us now.

If this job isn't quite right for you but you are looking for a new position, please contact us for a confidential discussion on your career.

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