

## Account Manager

BUNZL • Mount Rascal QLD 4350



Base pay

\$70,000 - \$75,000



Work type

Full time



Contract type

Permanent

### Job details



Date posted

01 Jul 2022



Expired On

19 Jul 2022



Category

Sales



Occupation

Account Manager



Base pay

\$70,000 - \$75,000



Contract type

Permanent



Work type

Full time



Industry

HUMAN RESOURCE



Sector

PRIVATE BUSINESS



Company size

1000+

### Full job description

- Fulltime role Based in Toowoomba
- Service the Southwest Queensland territory
- Directly impact the strategic success and customer satisfaction

As part of the Bunzl Group, Bunzl Safety is a manufacturing, import and wholesale business, specialising in the provision of reputable, quality, and innovative branded products, including, Beaver lifting & materials handling, Beaver load restraint, B-Safe height safety, onsite services.

#### YOUR ROLE

You will manage and grow your territory like it is your own business and engage with existing and new customers, generate sales opportunities, and extend existing relationships by selling tailored safety solutions. You will have opportunities to engage a variety of customers across multiple industries, channels, and product groups. This role is mostly an Account Management position, with some Business Development requirements.

Some of your duties include but are not limited to:

- Responsible for the sales revenue and margin targets within allocated territory
- Responsible for managing accounts
- Responsible for the growth of existing accounts
- Identify new potential customers
- Develop and maintain customer relationships
- Assist with the preparation of supply agreements and tender and customer quotations

#### ABOUT YOU

To be successful in this position, you will need to be either an existing external salesperson or an experienced counter salesperson who is ready to take the next step in their career and be mechanically minded. To pair with those skills,

you'll have that same entrepreneurial spirit that we live and breathe here at Bunzl, and the ability to influence and negotiate with our customers. Strong verbal and written communication skills are a must and previous experience as an Account Manager within a B2B / B2C environment and dealing with industrial products such as, lifting and rigging equipment, materials handling and some industrial supplies.

#### BENEFITS

Bunzl offers a broad and flexible range of benefits to our team including profit share scheme for eligible employees, exclusive motor vehicle and health insurance products, travel and accommodation discounts, study assistance, many wellbeing and community programs and access to discounted Bunzl products.

#### WE BELIEVE

With an entrepreneurial spirit providing endless opportunities, we believe that together we can achieve anything. We believe that through diversity we build strength and stability, and that the safety and security of our employees is not negotiable. Through innovation we find solutions, with an entrepreneurial spirit providing endless opportunities, and we believe that together we can achieve anything. Investing in our local communities is the right thing to do, and here in APAC that investment is creating a sustainable environment for us and those who follow.

#### WE WELCOME ALL

At Bunzl we believe that through diversity we build strength and support the principle of equality and diversity in employment. We oppose all forms of unlawful or unfair discrimination on the grounds of age, disability, sex, gender reassignment, sexual orientation, pregnancy and maternity, race, religion or belief and marriage and civil partnerships. We believe that it is in the company's best interests and those of all who work in it, to ensure that the human resources, talents and skills available throughout the community are considered when employment opportunities arise. If you have a disability or special need that requires support or adjustments to working or interview arrangements, please let us know.

#### APPLY

At Bunzl, we believe that when you join our team, your potential is endless. Because at Bunzl... We believe in you! If you like the sound of this, then we definitely want you on our team.