

HVAC - Account Manager

Reid & Co Consulting • All Melbourne VIC



Base pay

\$100,000 - \$120,000



Work type

Full time



Contract type

Permanent

Licenses & certifications

DRIVING LICENSE

Perks

POSITIVE WORK ENVIRONMENT

COMMISSIONS AND INCENTIVES

Skills

SALES

ACCOUNT MANAGEMENT

HVAC

BDM

Full job description

This is a great opportunity to join a growing business with a great reputation and build on the existing relationships they have established. We are looking for a highly autonomous individual who wants to be client facing and has a passion and drive for meeting and exceeding targets.

The Company

This market leading company with high quality, top of the range products is in an exciting growth stage right now. With a diverse range of HVAC-R products our client is renowned for quality, customer service and on time delivery. This ambitious company has a strong Australian standing and is looking to enhance its exposure further by inserting a key individual to manage and grow the Victorian customer base across a wide range of industries

The Role

Job details



Date posted

16 May 2022



Expired On

16 Jul 2022



Category

Sales



Occupation

New Business Development



Base pay

\$100,000 - \$120,000



Contract type

Permanent



Work type

Full time



Job mode

Standard business hours



Career level

EXPERIENCED NON-MANAGER



Industry

CONSTRUCTION



Sector

PRIVATE BUSINESS



Work Authorisation

AUSTRALIAN CITIZEN / PERMANENT RESIDENT

You will be responsible for maximising sales and profit in our client's construction, commercial, manufacturing and data centre clients while hunting for new business within the same and related industries throughout Victoria. You will largely be dealing with Project managers, Site Managers, C-level and contractors. Managing and growing existing accounts while building the brand and market share by winning new business.

The Person

- Ideally you will be coming with significant HVAC-R technical experience
- A track record of Sales/Rental success in the Construction/Industrial or Manufacturing sector
- Our client will also be looking for individuals with strong sales structure and process, comfortable building relationships with existing accounts and have a go-getter type attitude.

Remuneration

Base Salary of up to 120k + Bonus + Car + Super

If you are interested in this position or are keen to find out what other vacancies we are currently working on in VIC please call John Reid on 0492 905 984 for a private and confidential discussion.