

<b>Job Title</b>	AU Sales Account Manager
<b>Department</b>	Sales
<b>Location</b>	Sunshine Coast

### **AU Sales Account Manager**

Are you looking to start a career within a dynamic, entrepreneurial and growing company? Do you have the confidence, energy and commercial nous to be part of the World's No. 1 business-to-business (B2B) supplier of logo branded Promotional Technology products?

If so check the details below and apply now to join Flashbay!

#### **About the Role:**

- Effectively and efficiently converting warm inbound leads into new customers
- Building and maintaining relationships with a portfolio of existing customers
- Acting as the single point of contact for customer queries via phone and email
- Pursue sales target objectives for assigned territory
- Maintain database with accurate and current customer and prospect information
- Accurately update, maintain and develop pipeline by using our CRM system
- Fast-paced target driven environment

#### **About You:**

- English speaker to native standard
- Degree educated and/or relevant work experience (e.g. Sales, Customer Service)
- Motivated and target driven - to meet, and strive to exceed the sales targets and expectations set
- Dynamic and KPI-driven
- Strong presentation and negotiation skills
- Excellent spoken and written communication skills
- Exceptional time management skills
- Detail orientated with strong follow up skills
- Excellent organizational and multitasking skills

#### **About Us:**

Flashbay is the World's No.1 business-to-business (B2B) supplier of logo branded Promotional Technology products. From the smallest schools to the largest multinationals, we offer an attractive range of designs within multiple categories, offering unbeatable prices coupled with fast and efficient service. Our product lines include Flash Drives, Power Banks, Speakers, Headphones, Drinkware, Hygiene and a host of related technology products and accessories which allow our customers the unparalleled ability to promote their brands with confidence.

#### **About our Training:**

Our Sales Hero Academy will ensure you are equipped with everything you need to be a great success: sales skills, product knowledge and an understanding of our clients. The training programme, along with on-the-job support and coaching will get your career off to a flying start!

#### **About our Offer:**

We have a great working environment, modern offices and we recognise the importance of a healthy work/ life balance. You will have the option to work from home upon successful completion of the training programme.



Apply Now

Download Job Spec

On top of this we offer a competitive basic salary of AUD 62k per annum + superannuation; target based incentives with cash prizes; and an uncapped commission structure. Typically this results in OTE of \$80k - \$100k in year one.

**Department:** Sales <http://www.flashbay.com.au/careers/department/jobs?d=Sales>

**Location:** Maroochydore, Sunshine Coast <https://www.flashbay.com/careers/sunshinecoast>