



Vinidex is a leading & highly regarded manufacturer & supplier of PVC & PE pipes & fittings systems. With manufacturing, Distribution and Warehouse sites all around Australia, we are a company that is continually growing through our people, products and customers.

TERRITORY MANAGER-Plumbing & Irrigation

INNOVATIVE

PROGRESSIVE

OPPORTUNITIES

We require a motivated & dynamic Territory Manager for our Plumbing & Irrigation sector to join our successful sales team. Your main responsibilities will include:

- Servicing existing business as well as **capitalising** on new market share within your territory
- **Achieve** or **better** budgeted sales in various product areas and implement national and regional improvement strategies
- Participate in various industry promotional activities
- Provide sales reports & maintain customer files/databases

We are looking for the **right person** with the **right attitude** who is going to make a **difference** to our team. If this is you, you will need:

- To have current sales experience in the manufacturing or similar industry
- Exceptional written & communication skills
- A solid history of meeting or exceeding your budget & targets
- A proven track record of converting prospects into accounts
- An ability to self manage your time to meet sales & KPI targets
- Strong & effective negotiation skills
- To be a results focused team player who can deliver what you promise
- Decisive decision making skills
- Effective customer management skills to ensure customer loyalty

An appropriate salary package including vehicle will be negotiated depending on your experience and qualifications

If you feel you can contribute your skills to this innovative and growing company please forward your resume with cover letter to applications@vinidex.com.au
Applications close Friday 23rd July 2010



www.vinidex.com.au

