



Compressed Air Alliance Pty Ltd

ABN: 72 633 254 476

P: 1300 558 526

E: sales@compressedairalliance.com

W: www.compressedairalliance.com

Job Description

JOB OVERVIEW

Title:	Sales Manager
Position Type:	Permanent full time or part time
Hours:	38 hours per week (excluding meal breaks), averaged over 7 days
Work days:	This position will primarily work Monday to Friday however some weekend and public holiday work is required
Work Locations:	Sydney-based with local, regional, interstate and international travel. Mix of work locations including customer sites, Sales Manager's home office, Compressed Air Alliance office.
Fixed Salary:	\$100,000 annual base salary plus \$20,000 annual car allowance plus super. Part time salary pro-rated based on hours worked.
Commissions:	Variable, based on gross profit and revenue:
Equipment required:	Unrestricted class C drivers licence. Reliable vehicle Basic hand tools
Equipment Provided:	Laptop, mobile phone, Qantas or Virgin lounge membership
This position reports to:	Managing Director
Positions that report to Sales Manager:	Technicians

About Compressed Air Alliance

Compressed Air Alliance works with manufacturers across Australia to improve their compressed air systems. We offer a range of services such as leakage surveys, air purity testing, repairs and equipment upgrades. We also measure and monitor compressed air systems, sell measurement equipment and provide training on compressed air systems.

Roles and Responsibilities

The Sales Manager will be our front line representative on site. You will need to be able to work without supervision and have outstanding customer interaction skills. You will also need to be motivated, self-driven, passionate and professional.

The successful applicant will be responsible for:

- Developing and implementing effective sales strategies to grow Compressed Air Alliance nationally and internationally
- Developing a budget, and regularly reporting actual performance to the budget, with variance analyses and revised projections
- Establishing productive and professional relationships with key customers
- Monitoring and analysing performance metrics and suggest improvements
- Preparing monthly, quarterly and annual sales forecasts
- Prepare quotes, invoices, tenders
- Performing research and identifying new potential customers and new market opportunities related to Compressed Air Alliance's business
- Staying up-to-date with industry developments and competitors' products and sales strategies
- Representing Compressed Air Alliance at trade shows and conferences
- Undertaking site surveys of compressed air systems, leak surveys, air purity tests and system measurement
- Project managing and assisting with repairing / upgrading compressed air systems and metering installation
- Assisting customer's identifying and rectifying equipment faults
- Other tasks as required

As Compressed Air Alliance grows, the Sales Manager may be required to take on additional tasks such as managing international dealers and recruiting, managing and motivating sales teams and technicians.

Skills, Qualifications and Experience

Essential:

- 5+ years sales and marketing experience across the complete sales cycle from; planning, strategy and implementation through to territory management
- 5+ years experience managing a team
- 5+ years project management experience
- An ability to understand and analyze sales performance metrics
- Solid customer service attitude with excellent negotiation skills
- Strong communication skills (written and verbal) with all levels of customer from C-Suite to Managers, operational staff, contractors and suppliers

- Professional attitude
- Analytical skills with a problem-solving attitude and an ability to think outside the square
- Willing to travel regularly including travel to regional areas and interstate
- Ability to work after hours and on weekends and public holidays as necessary
- Technical aptitude
- Ability to be hands-on and to assist in operational duties
- Able to work unsupervised to a high standard
- Good computer skills, including Microsoft Office
- NSW drivers licence (class C) and your own, reliable vehicle.
- Good time management and administration skills
- Applicant must have the right to work unrestricted in Australia.

Desirable:

- Experience working with compressed air systems
- Experience working on manufacturing sites
- Restricted Electrical license, Confined Space Certificate, EWP (Scissor and or Boom Lift) licence, Working at Heights licence, Confined Space licence
- Trade qualifications - mechanic fitter, electrician, refrigeration, or similar