



## ACCOUNT MANAGER

BUNZL • Jandakot WA 6164



Base pay

\$70,000 - \$90,000



Work type

Full time



Contract type

Permanent

### Job details



Date posted

18 Jul 2022



Expiring date

17 Aug 2022



Category

Sales



Occupation

Account Manager



Base pay

\$70,000 - \$90,000



Contract type

Permanent



Work type

Full time



Job mode

Standard/Business Hours



Industry

Human resource



Sector

Private business



Company size

1000+

### Full job description

- **CAREER DEVELOPMENT OPPORTUNITIES**
- **BE PART OF A WINNING TEAM THAT REWARDS SUCCESS**
- **JOIN A GREAT, MULTINATIONAL COMPANY WITH A STRONG CULTURE**
- **WHY BUNZL?**

Bunzl Australia & New Zealand is a leader in the marketing and distribution of a diverse consumable products range across a wide variety of industry sectors. We're a multinational company committed to bringing out the best in our people through ongoing training and development, providing an environment that is safe, pleasant and harmonious, encouraging open and effective communication between all levels and offering employment that is secure and satisfying.

#### YOUR ROLE

You will manage your geographical territory as if it was your "own business", including servicing existing customers and hunting for new customers. The demands of this role will call upon your ability to maintain multi-tiered relationships, coupled with your ability to deliver results that will meet both customer expectations and strategic business objectives.

You will join a well-established branch, working with a friendly and experienced team of specialists from various sectors as well as managers who lead-by-example and invest in the development of their team members.

- Responsible for the sales revenue and margin targets within

allocated territory/sector.

- Responsible for the growth of existing accounts (GAP Selling).
- Identify new potential customers and previously lost customers, creating a clear strategy on securing their business to increase sales (pipeline management).
- Develop and maintain customer relationships with key decision makers and influencers.
- Develop full understanding of customer's and prospect's current products, and future needs.
- Provide sales forecasts based on knowledge of territory and market conditions (including product specific uplift via market intelligence).

## **ABOUT YOU**

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. You must possess a strong understanding of selling products in a B2B environment, and organisational and communication skills to interact effectively with all areas of the business, build rapport, and deliver great outcomes.

You've already fine-tuned your relationship-building and negotiation skills from previous Sales roles, where you successfully managed multi-level relationships, both internally and externally. You have a proven track record in developing new business, and a strong analytical and commercial background in reviewing customers.

The other essentials we are looking for:

- Valid driver's licence
- Prior sales experience
- Safety industry experience is highly desired
- Highly motivated and ambitious individual
- Adaptable and proactive

## **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 want you on our team.

We are a Circle Back Platinum Employer – we commit to respond to every applicant.

For an external Role use - No Agencies please.