

ARCHITECTURAL DESIGN PRODUCTS

/ ACCOUNT MANAGER

Eco Outdoor, one of Australia's premier retailers of Architectural flooring and walling products and outdoor furniture has opportunities available for dynamic and ambitious individuals to join their Sydney team.

Eco Outdoor has an enviable reputation within the industry as the "go to" company for architects and designers when selecting walling and flooring for projects.

We are seeking an up & coming sales superstar to drive sales and manage key accounts.

The roles we are looking to fill are based in our Brookvale [NSW] and Fortitude Valley [QLD] design showrooms and involve supporting our business development team as well as driving sales within the showroom.

The select individual we are searching for to join our young and dynamic team will have the following attributes:

- Proven experience and results in a sales role
- A consultative and solutions based approach to sales
- An eagerness to progress and learn
- A proactive "can do" attitude
- A desire to be and play apart in a close knit team
- A natural interest and flair for design and architecture

Responsibilities in this vital role include:

- Provide critical support to clients and Eco business development team to assist in managing our key clients through regular contact and follow up.
- Actively participate in obtaining new business through development of enquiries
- Take a leadership role in direct client contact in our showrooms
- Provide regular feedback on product, client activity etc to the business development and management team
- Be proactive in providing an inspiring environment for our clients within the design showroom



Salary will be commensurate with experience and will consist of an excellent base salary, super and very achievable bonus structure.

Only successful applicants will be contacted.