



Kookaburra

Educational Resources

AREA SALES MANAGER (1 position available) – WESTERN VICTORIA

The company ...

A leader in the educational resources industry and in operation since 1989, Kookaburra Educational Resources is seeking an experienced Area Sales Manager to deliver superior customer service to this region of Victoria – WESTERN VICTORIA. Unprecedented market growth has necessitated this expansion of our sales team.

Kookaburra is an achievement-oriented organisation, committed to being the number one supplier in the Australian education system – both public and private – with a focus on exceptional service and a comprehensive product range that will ensure continued client satisfaction.

Our range includes audio visual, presentation equipment, interactive classroom tools, office equipment, software, stationery, art supplies, text books and other teacher resources, allowing the successful candidate to be a complete solution provider for schools and organisations in their region.

Kookaburra's dynamic work environment values product quality, meaningful business relationships, service and a genuine enthusiasm for the education market.

The role ...

Crucial to this role is servicing the existing customer base whilst expanding to include new clients. Relationship building and promotional marketing strategies will be your main tools to achieve sales goals.

Key Responsibilities:

- Build upon relationships with existing clients;
- Develop and expand the client base;
- Product demonstration and presentation;
- Identify key marketing initiatives & put them into practice;
- Attend conferences to promote the company and product;
- Attend training sessions on new and existing product lines;
- Produce sales results to drive the designated area forward.

A remuneration package including vehicle, commission, phone & laptop will be negotiated to attract high calibre applicants.

Exceptional earning potential is available to the right candidate.

The person ...

The successful candidate will possess strong interpersonal, negotiation, organisational and leadership skills. Tenacity, passion, professionalism and the drive to achieve are necessary for this position. The ability to present and demonstrate a wide range of products in a professional manner for a varied client base is required. This position would best suit an individual who is a positive self-starter and a results-oriented team player.

Experience of the education market would be highly regarded but is not essential.

Interested?

In the first instance please forward your resume to employment@kookaburra.com.au