

## Sales Account Manager

- Permanent role based in Lara
- Market leading Australian manufacturer
- Dynamic and progressive environment

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Air Radiators is an award-winning Australian Manufacturer, specialising in the design and manufacture of heat transfer and air movement solutions across domestic and international markets.

With broad technical expertise and diverse product range Air Radiators are a proven supplier to global OEM's for cooling systems used in mobile equipment, power generation and the oil and gas industry.

### The Role

Reporting to the Sales Manager you will be responsible for managing all commercial aspects of customer accounts, developing business relationships and driving continuous improvement in customer service.

### Key responsibilities

Will include

- Management and development of existing customer accounts
- Developing new revenue streams through diversification on existing accounts
- Relationship management through face to face meetings with key people, promoting our brand
- Providing technical support and customer service
- Prepare, submit and follow up quotations and negotiate with customer to placement of order
- Contract negotiations

### Key skills and experience required

- Proven External Sales experience
- Account Management experience and the ability to find new opportunities
- Experience selling technical products preferably in the Industrial Market
- Excellent communication skills (written and verbal) with customer service orientation
- Customer centric approach to achieving goals and targets
- Bring a 'winning' attitude and promote success through team work
- Ability to self-manage time and workload to deliver results

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### Applications

**Email to:** [recruitment@airrads.com.au](mailto:recruitment@airrads.com.au) with **Sales Account Manager** in the subject line.

[www.airradiators.com](http://www.airradiators.com)