

## Key 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 based at our Lara office, responsible for developing long-term relationships with customers, connecting with key business executives and stakeholders. You will liaise between customers and cross-functional internal teams to ensure the timely and successful delivery of product according to customer needs.

### Key responsibilities

Will include

- Management and development of existing customer accounts
- Developing new revenue streams through diversification on existing accounts
- Relationship management 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
- While predominately office based, customer visits and travel form part of the role

### Key skills and experience required

- Proven 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 **Key Account Manager** in the subject line.

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