

## Account Manager

- Market leading Australian Heat Transfer Systems manufacturer
  - Use your experience and passion in Heat Transfer to assist our clients to grow
  - Permanent role based in Lara
- 

Air Radiators is an award-winning Australian Manufacturer, providing specialised Heat Transfer systems for mobile and stationary applications. With over 40 years of industry experience and an impressive list of Australian and International customers, we have a highly regarded reputation for delivering top quality Heat Transfer systems.

Reporting to the Sales Manager, you will be part of the sales team. You will be responsible for developing long-term relationships with customers, connecting with strategic customer contacts and stakeholders. You will liaise between customers and cross-functional internal teams to ensure the timely and successful delivery product according to customer needs.

### Key responsibilities include:

- Proactively manage and develop relationships with existing customers
- Advocate for the customer internally at Air Radiators
- Present new products and services and enhance existing relationships
- Research and build customers relationships
- Develop proposals that meet the customer's needs, concerns, and objectives
- Manage quotes to provide a competitive solution/service
- Negotiate price increases with customers and making best possible margins without losing business
- Actively identify and pursue new sales opportunities
- Developing strategies to increase market share and sales performance
- Develop and follow up on business leads
- Ensure that data is accurately entered and managed within the company's CRM system

### Key skills and experience required

- Tertiary qualifications in a business or related discipline
  - Three to five years' experience working in a sales team or managing customer accounts
  - Have proven experience in managing key customer accounts
  - Proven negotiation and closing Skills
  - Customer-centric
  - Ability to meet travel demands of the role
- 

For further information on who we are and what we do, visit our website: [www.airradiators.com](http://www.airradiators.com)

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