

Account Manager

- Ready for the next step in your career?
 - Is Account and Relationship management your passion?
 - Seeking a dynamic and strategic thinker.
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Air Radiators is an award-winning Australian Manufacturer, with multiple manufacturing facilities in Australia and Thailand. We are a strong family orientated company with 45 rich years of history in Heat Transfer Systems.

The Role:

A great opportunity to work with blue chip clients within complex global supply chains, the role includes:

- Strategic approach to pricing negotiations using critical thinking and great excel skills
- Develop and nurture relationships across the customers business
- Negotiate and implement new customer contracts, pricing, and service agreements across global supply chains
- Develop your leadership, coaching and mentoring skills to lead teams across multiple disciplines
- Office based development of commercial proposals
- Create and contribute to business development opportunities

Requirements:

- A great attitude with a winning mindset
- Strategic thinking on commercial costing
- A desire to grow and develop an awesome leadership skill set
- Ability to communicate clearly
- A strong knowledge of excel
- Creative personality

The Opportunity:

- Great role in a progressive sales team
- Personal development from a great team of senior coaches
- Supportive team environment
- Competitive salary

Applications To

Email to: recruitment@airrads.com.au with **Account Manager** in the subject line.