

Sales Consultant / Specification Manager 2 opportunities – NSW + VIC

Company Background:

Galvin Engineering is a market leader and highly respected manufacturer and supplier of commercial tapware, floor drains, fire equipment and associated plumbing products with operations across Australia. Our strong focus on delivering exceptional levels of service to our customer base, combined with a collaborative culture, shows how we engage our employees to be a valuable addition to our team and share the rewards of our success.

We place a high emphasis on attracting, training and rewarding high performers who exhibit our core values of Pride, Accountability and a 'Will Do' attitude.

This opportunity:

Reporting to the National Manager the emphasis of this role is on sales/business development within targeted customer/industry segments. You will be an industry expert and partner with targeted customers to achieve sales targets.

The responsibilities of this position include:

- Growing and developing business with Architects, Designers, Hydraulic Consultants, Plumbing Contractors and Plumbing Merchants
- Achieve sales pipeline and project conversion rate targets
- Building long term business relationships and growing our brand and sales
- Assist in developing sales plans and budgets for product groups and clients
- Understanding the needs and requirements of key stakeholders

Our next team member will possess:

- Sales/business development experience within the plumbing industry/commercial plumbing products sector – **essential**
- Pre-established relationships with architects & hydraulic consultants
- Strong relationship development skills with the ability to build relationships at multiple levels
- Strong written and verbal communication skills and intermediate to advanced computer skills (Microsoft Office Suite)
- Reasonable technical ability, sufficient to absorb sufficient product knowledge.
- Commercially astute, with an understanding of budgeting and forecasting.
- A reasonable level of sophistication, sufficient to relate to mid-level management within government and large business accounts.

As this position regularly creates demand through specification and solutions selling activities, candidates who can demonstrate a history of successful sales of this type will have a distinct advantage. The ability to identify opportunities and close the deal, is highly sought.

Benefits include:

- A competitive remuneration package and incentives will be negotiated to attract high quality candidates.
- Participation in the Galvin Engineering Profit Share Scheme
- Salary continuance insurance
- Career progression opportunities

If you feel you have the right skills, motivation and experience please apply.

Galvin Engineering is an Equal Opportunity Employer

For any additional detail regarding this opportunity please email jade@galvinengineering.com.au