



Schröder
Experts in lightability™

SALES MANAGER WA

Posted: 16/10/2023

Location: Perth, Australia

Type: Full Time – Immediate Start

Department: Sales

The opportunity:

To strategically manage and develop the sales operations of the business in regard to the Project Lighting market segment of the state in all aspects including customer base, company equity, strategy, targets, KPI's and state personnel in order to promote sustainable and profitable growth. Responsible for ensuring and improving the performance, productivity, efficiency and profitability of the external sales department through the provision of effective methods and strategies.

Responsibilities:

Drive and ensure sales budgets and targets are met including important KPI's for your state

Support the overriding business strategy and adapt to state strategy specific to your region.

Manage, develop, promote and actively participate in the end to end management of lighting projects and staff in your given state.

Actively support and drive initiatives from the Market/Product Development Manager including product launches, project case studies, research on customer & market needs, product design, range expansion and product release process and drive this through your external team

Maintain CRM to 100% accuracy

Identify, manage, prepare and deliver new business opportunities, contract negotiations and bids and completion for the Group.

Forecast, monitor and ensure targets for major projects are achieved

Prepare major tenders and quotations

Manage the commercial aspects of tender acceptance, follow through to contract supply, installation and commissioning, and maintain effect liaison with clients with a view to future business or referrals.

Maintain strong relations with major customers to ensure high customer service levels and established and maintained

This position shall demonstrate a commitment to an understanding of occupational health and safety and quality management; to be able to understand and comply with the provisions of the relevant Acts, Regulations, Company Policies & Procedures and communicate these to staff at all levels

Work closely with the national customer service team, product and distribution for synergy through operations to the customer at a high service standard as set by the company

Support values of the business and lead by example in pursuit of these values.

Qualifications:

- Tertiary qualifications in Lighting Application
- Member of IES

Skills:

- Critical Thinking and problem-solving skills
- People Management Skills
- Planning and organising
- Decision making
- Teamwork
- Delegation skills
- Negotiation skills
- Communication skills
- Industry knowledge
- Knowledge of business and management principles
- Customer base experience and relationships
- Knowledge in sales and marketing
- Electrical background
- Experience in Project Manager system
- Existing customer base relationships

What we'll offer you:

- The opportunity to work with a global market-leading specialist in lighting and beyond lighting
 - To be a part of a company whose ambition is to bring meaningful moments to people in public spaces by enhancing safety, well-being and sustainability
 - Genuine work life balance with a range of flexible work
 - A comprehensive health and wellbeing program
 - Salary packaging
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- Global opportunities

About us:

Schröder Australia group of companies – which include Sylvania Schröder, Austube Schröder, and SCS is the local leading independent outdoor and customised indoor lighting solution provider, we believe that lighting can empower people, impact lives, support communities, and transform spaces, cities, and the planet.

Sylvania Schröder lighting products adhere to the highest production standards, setting the benchmark for road, infrastructure and sport lighting in Australia.

Austube Schröder has been manufacturing high performance customised luminaires that incorporate cutting edge technologies to create innovative and intelligent lighting solutions for our clients.

SCS is a trusted Systems Integrator that delivers reliable, scalable and sustainable solutions to make cities smarter.

Work Health & Safety, Environmental and Quality Management:

This position shall demonstrate a commitment to and understanding of the work health and safety, environmental and quality management systems; be able to understand and comply with the provisions of the relevant Acts, Regulations, Compliance obligations, Company Policies and Procedures, and communicate these to staff at all levels; actively participate in consultation with staff at all levels regarding matters of occupational health and safety, environmental and quality management.

Company Values, Policy & Procedures:

This position shall ensure commitment to all Schröder Values.

This position shall ensure compliance with all Company Policies & Procedures.

I have read the above and understood that it is intended to describe the general content of and requirements for performing this job. It is not an exhaustive statement of responsibilities, duties and requirements. I understand that this job description does not exclude my manager's authority to add or change responsibilities or duties and understand that the performance of other duties will be required from time to time to meet the company's needs.