

Area Sales Manager – SF&G/ Construction Equipment

- Market Leading Global Company
- OEM Commercial and Construction Equipment
- Dealer Based Sales in VIC/TAS

Toro Australia is a leading manufacturer and supplier of Turf, Grounds and Construction Equipment to the golf, landscape, sports fields, agricultural, residential, construction and Hire & Rental markets.

An opportunity has arisen for an Area Sales Manager to join our SF&G (Sports Fields & Grounds) and Construction team, based at our Braeside office in Victoria.

This role will work closely with an established dealer network to develop market opportunities and optimize product sales for the Grounds Market (Municipal, Sports Fields, Hire & Rental, Construction and Contractors Markets). This will involve implementing sales and promotional strategies, achieving sales targets and building product profiles at both dealer and end user levels, working closely with end users and contractors.

We are seeking an ambitious individual prepared to meet the challenge of exceeding sales targets while recognising the critical importance of providing exceptional customer care through building and maintaining strong business relationships.

The successful applicant will possess:

- Exceptional and proven sales skills in an equipment environment
- High energy levels with a results driven focus
- Exceptional interpersonal and communication skills, with the ability to establish effective business relationships with internal and external customers at all levels
- Strong organizational, planning, presentation and negotiation skills, and able to perform work to company standards
- An understanding of mechanical and operational features of equipment
- The ability to work both independently and also co-operatively in a dynamic, competitive market as part of a successful team

Sound PC skills are essential. Proven experience in a similar sales environment will be highly regarded. Trailer towing competence and regular intrastate/ interstate travel forms part of this role.

We offer a highly competitive salary package including a bonus structure, fully maintained vehicle and attractive Superannuation benefits reflecting your experience and qualifications. Go to our 'Working at Toro' link on www.toro.com.au for additional information regarding employee benefits.

Applications close on Friday 5th May 2017.

To apply, go to our 'Jobs at Toro' link on our website www.toro.com.au.

Important Note: Applications submitted via the 'apply for this job' Seek link below will not be accepted.