

## State Sales Manager

Hays | Facilities Management • Sydney CBD NSW



Base pay

\$105,000 - \$115,000



Work type

Full time



Contract type

Permanent

### Job details



Date posted

**06 Apr 2022**



Expired On

**30 Jun 2022**



Category

**Property & Real Estate**



Occupation

**Sales Director & Leadership**



Base pay

**\$105,000 - \$115,000**



Contract type

**Permanent**



Work type

**Full time**



Job mode

**Standard business hours**



Work Authorisation

**AUSTRALIAN CITIZEN / PERMANENT RESIDENT**

### Perks

WORK FROM HOME

TRAINING

WORK - LIFE BALANCE

### Full job description

#### Your new company

This organisation prides itself on its professionalism in all aspects. They are a facility management organisation with contracts spanning Australia wide and continuing to grow. The sales team have ever increasing responsibilities and require a new employee to assist.

#### Your new role

Your primary focus will be client engagement. You will continue to develop existing relationships as well as generate new leads for further business development. You are to spend your time both in the office calling connections, generating reports and making appointments as well as going out to different sites to have meetings with existing and potential clients. You will be required to generate quotes for clients within 3 business days. You will have weekly internal meetings with directors of the business.

#### What you'll need to succeed

You must have held a similar position within cleaning or allied industries. You must have good personable and communication skills to engage and develop relationships with clients. You must be organised and utilise your time most efficiently in this role. Basic computer literacy is essential to generate reports and keep track of KPIs. Having experience in similar industries and your own network of connections is of great benefit. There will be training in this organisations processes, but all other skills for this role are expected to be thoroughly understood prior.

#### What you'll get in return

You will be paid an annual salary of approximately \$110k depending on your level of experience. You will have a good work life balance with flexible work from home arrangements. You are required to be present in the office located in Sydney's east at least once a week. On top of your base salary you will also be rewarded a commission for all new business you generate for the organisation.

**What you need to do now**

If you're interested in this role, click 'apply now' to forward an up-to-date copy of your CV, or call us now.

If this job isn't quite right for you but you are looking for a new position, please contact us for a confidential discussion on your career.

**LHS 297508 #2635871**