



JOB DESCRIPTION

Date:	31 st July 2018	Revision	1.3
Position Title:	National Sales Manager Australia		
Department:	Sales		
Reports to:	General Manager		

Location(s) Applicable to: AU

Classification: Salaried (Exempt) Hourly (Non-exempt)
Category: Full Time Part Time Temporary

Overview:

Primarily responsible for the management and mentoring of the Technical Sales Representatives to ensure the overall sales budget and profitability objectives of the company are met. Develop, implement and review the strategic sales plan to increase sales and grow the LATICRETE brand in the Australasia region.

Essential Job Functions & Responsibilities:

1. Oversee national sales, promotions and other activities to achieve sales target.
2. Build positive working relationships with existing customers for repeat business.
3. Assist Technical Sales Representatives in identifying and liaising with potential customers for new business opportunities.
4. Coordinate with Technical Sales Representatives to plan promotional activities, PTK seminars, trade events and special events.
5. Motivate and guide the sales team to achieve revenue targets.
6. Coordinate with the General Manager to develop and implement the sales plan and budget for the Technical Sales Representatives.
7. Interact with sales team to develop, implement and oversee sales plans, strategies and reports.
8. Travel across Australia and New Zealand to develop and support Technical Sales Representatives and distributors.
9. Develop creative sales techniques and tactics to meet business goals.
10. Understand client needs and provide appropriate sales solutions.
11. Address client issues and queries in a timely manner.
12. Develop sales presentations for LATICRETE Board of Directors and customers.
13. Planning, management and executing the LATICRETE Australia Sales Meeting.
14. Participate in sales conferences, industry meetings, and social networks in representing the company's brand.
15. Hire, train and mentor Technical Sales Representatives to achieve daily tasks and exceed sales targets.

Nonessential Job Functions:

1. Perform other related appropriate duties and assumes accountabilities as apparent or as delegated, including mutually agreed upon objectives.

Job Specifications/Skills:

1. Successful track record in sales management.
2. Minimum five years sales experience in the construction industry, preferably tile related.
3. In depth knowledge of construction methods and standards.
4. Membership in local Construction & Industry Associations
5. Valid driver's license and a good driving record.
6. Physical ability to lift and carry up to 25 kgs infrequently.
7. Computer skills: Intermediate to advanced knowledge of Microsoft Office (Word, Excel, Outlook).



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8. High computer literacy.
9. Team Cooperation – maintain positive, cooperative, professional attitude with all LATICRETE employees and all customers.
10. High ability and successful track record in personal salesmanship.
11. High ability in leadership and motivation.
12. Exceptional presentation skills.
13. Strong organizational skills.
14. Creative thinking.
15. Strong written and verbal communication skills.
16. High level of self motivation.

Minimum Educational Requirements:

1. Bachelor's degree or similar work experience required.

Travel:

1. High travel component (70%+).

Authored By:	Emma Tschannen	Date:	31 st July 2018
Title:	General Manager		

Reason for New Revision:	Updated
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