

SALES REPRESENTATIVE

GHG is an award-winning organisation specialising in construction, renovation and maintenance of natural grass playing surfaces and open space areas.

We are searching for a motivated, passionate and results driven *Sales Representative* to drive sales throughout our organisation in Sydney and NSW.

As the successful applicant, you will possess strong sales skills, ideally with past exposure to the 'Open Space' and sports field construction industry. You will be accountable for monitoring and driving new sales growth and maintaining an up to date and user-friendly CRM system.

You will thrive on building strong, value creating customer relationships and maximising the most from every opportunity. To truly excel in this role, you will need outstanding negotiation, proven cold calling capabilities and time management skills to be able to meet customers' needs. The ability to work autonomously and having superior communication skills are essential for this role. Experience in the use of Microsoft Office and good general computer literacy skills will be an advantage.

You will ensure customer needs and expectations are not only met but exceeded. You will help establish and build a profitable business through new and existing customers, whilst working closely with the management team at GHG.

Reporting to the Managing Director, your duties will encompass the following:

- Accountability for profitable sales growth across the whole business, specifically on the open space, longer term contact works.
- Achieve budgeted sales throughout all our divisions, with a key focus on long term relationships and tendered contracts with customers.
- Develop a strong pipeline of new business opportunities through existing and new customers
- Work with the operations closely, both in the pricing handover and in the ongoing collaboration with the client
- Maintain a strong relationship with customers to ensure our services and quality of delivery continue to meet customer requirements
- Support and drive planned marketing campaigns
- Provide appropriate reporting to the management team

In return for the above, we will provide you with an attractive salary package, a fully maintained company vehicle, participation in the sales incentive scheme, ongoing senior mentoring and genuine career development.

Please forward your resume to employment@greenhorticulture.com.au