

Account Manager – Lighting & Electrical Wholesale

EGLO Lighting Australia Pty Ltd

- **Permanent full-time role based in Melbourne**
- **Exciting opportunity in a fast paced & ever evolving industry**
- **If you are a people person with a great attitude, we want to hear from you!**

About Us

EGLO is a family enterprise with Austrian roots, and over 50 years has evolved into one of the leading manufacturers & distributors of decorative lighting around the world. Most recently we have successfully entered the ceiling fan market and are quickly becoming a market leader in this area, particularly within Australia.

The Role

Based in Melbourne, this role is full time, 38 hours/week. Generally, hours will be between 8am-4pm, Mon-Fri, however due to the nature of the role, some flexibility will be required. If you're flexible with us, we'll be flexible with you. Some travel will also be required. Key responsibilities of the role include:

- Maintaining, retaining, and growing relationships with existing accounts
- Promoting the EGLO brand across the market, including seeking & following up leads for new accounts
- Growing sales and meeting budgeted sales targets
- Liaising with customers – taking orders, responding to customer queries/issues, and analysing products as part of credit claims
- Managing a regular call cycle
- Promoting new product ranges, including showing product samples
- Merchandising & maintaining instore displays where required
- Contributing & providing effective feedback on competitor activity, sales opportunities, and product development

About You

To be successful in this role, you will possess the following qualities:

- Sales and/or account management experience
- Great interpersonal skills
- High levels of motivation, and an energetic and enthusiastic approach to all aspects of your role

- Effective sales & negotiation skills
- Excellent time management with the ability to multi-task and prioritise
- Previous experience in sourcing new business and generating leads
- Great communication skills, both written and verbal.
- Basic level of computer skills
- Current open driver's license
- Experience within the lighting or electrical wholesale industry (desired but not essential)

Benefits

To reward you for your efforts, we offer:

- A competitive base salary + excellent commission structure
- Fully maintained company vehicle
- Laptop, mobile phone, & tools of trade
- A super friendly team environment
- Superb company culture

How to apply

Don't hesitate on this opportunity - if you've got the spark, then we want to hear from you! Please forward your application to stacey@egllighting.com.au for consideration. If you have any questions, please contact Stacey Wissemann on (07) 3375 1413.