

Sales Representative – Earth Moving Attachments

Proactive Go-Getter
Dynamic medium sized business

Queensland Rock Breakers (QRB) is a leading supplier of Rock breakers and other attachments to the Construction and Mining Earth Moving industry. Our business has been steadily growing over a number of years, partly through the addition of new products to our range. As the Sales Representative, you will be the vital link in taking our business to the next level. Working with established market proven products and services, our philosophy has always been to provide top quality products at value for money prices. This role aims to give increased market exposure to our complete range of excavator attachments including Rock Breakers, buckets, rippers, grabs, compaction plates and speciality excavator attachments.

The role is flexible to draw on your strengths, but you will:

- Have a business development bent, knowing that strong long term relations are the key to success.
- Thrive on keeping yourself productively busy and working with likeminded high achievers.
- Be able to effectively manage your customer base including call plans. The role is Brisbane based, but includes some travel locally and further afield for short periods of time.
- Enjoy being accountable and taking ownership of your role as if it was your own business, and in turn be rewarded for your efforts.
- Have astute sales skills which combined with strong product knowledge will ensure you provide optimal value to maximise long term profitability. Price driven sales persons need not apply.
- Be a doer with a Can-do attitude by taking a hands on approach. This includes responding to your customers' requirements, managing your sales leads and processing your own orders.
- Understand the importance of second-to-none service levels in every transaction, big or small

The right candidate will enjoy the buzz of working in an exciting, fast moving company with top class products and service levels you can be proud of.

We are offering:

- Competitive Remuneration with a reasonable base salary and a rewarding commission structure.
- Excellent Work Environment
- A stable well established and reputable company that has been in this business for over 25 years
- You'll be a Person, not just a number, working with some of the best people in the industry
- Be part of a successful Team of knowledgeable, quality and productivity focussed people who enjoy coming to work!

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If this sounds like you, please “Apply Now” or email an up to date resume (maximum 4 pages) to fredc@rdw.com.au. Phone 07-3373 2966. www.rdw.com.au

Strictly No Recruitment Agents Please!

