



**Job Title: National Account Manager – Major Retail Channel**

**Job type: Permanent**

**Salary: \$Excellent + Super + Vehicle + Commission**

**Location: Sydney, NSW or Melbourne, VIC**

### **The Opportunity**

A rare opportunity to join a top name in the technology distribution industry. You will manage customer relationships, sales and be main point of contact for your clients – major retailer chains, specialist consumer electronics retailers and major online retailers.

With an exceptional customer service and delivery team behind you, you will support your customers by keeping them updated with the latest products in the consumer AV, projection and collectables categories, helping them bring their customers the latest technologies. You will help your customers' businesses grow by creating and delivering product specific sales training to their retail teams.

Working closely with the General Manager, Brand Manager and Marketing you will ensure sales activities complement marketing campaigns and product launches. Presenting and demonstrating new technology products at trade shows will be a regular part of building and maintaining your brand's presence. This is a field based sales account management role where you will serve clients across Australia. Rewarding, achievable commission structure and excellent earnings potential.

### **Skills Required**

This role requires someone with excellent sales skills and a proven track record in achieving revenue targets in a retail channel environment or similar. Knowledge of consumer electronics, especially home audio visual technologies, projection and/or collectibles would be ideal. Your knowledge will give you the credibility to consult with a channel partner and help build relationships and ultimately grow each business. You will be highly organised and able to build a strong pipeline of sales opportunities, whilst delivering ongoing revenue. The role requires someone with knowledge of the Australian major retail and online/ecommerce consumer electronics market.

### **The Organisation and Culture**

A top Australian Technology Distributor representing globally respected manufacturers providing products and solutions for the consumer audio visual, projection and collectibles categories. The company has an excellent and well-established reputation for being a value-add distributor offering well made products, vast in-house technical knowledge, great customer service and support.

The company are constantly looking to grow their technology offerings, looking ahead of the curve at emerging technologies and exciting developments for their customers. The culture is one of customer first, adding value where possible and working together to get the best outcome for suppliers and retail partners, through to consumers. This organisation would suit someone who is a team player, enjoys working with a variety of people and personalities and has a passion for technology.



### **The Recruiters**

Mulloy Recruitment are a specialist recruitment consultancy serving Audio Visual and Technology clients around Australia. Your application will be treated in the strictest confidence and we will communicate with you throughout the application process. Please submit your resume or call Dave for a confidential discussion on 0415 791 462.