

Exciting Brand Manager Opportunity in Sydney!

Are you ready to take your career to the next level and embrace an exhilarating challenge? We are a forward-thinking ASX-listed distributor of premium Audio Visual products and right now, we have an incredible opportunity for a Brand Manager to join a growing team in Sydney.

Join our team as a dynamic Brand Manager, where no two days are the same. Collaborate with vendors, stakeholders and customers in a communication-focused environment. With a growth mindset and goal-oriented approach, you'll work alongside a dedicated team to deliver our mission. Engage with AV technology brands, manage your portfolio like a business owner or CEO, and drive growth in an exciting and ever-changing AV solutions landscape. Be part of a team that embraces challenges and revolutionises the industry.

Why join us?

- Experience the thrill of working in a dynamic and progressive organisation.
- Join a reputable and established business with an impressive 36-year history.
- Be part of a Brand Management team that values your autonomy and flexibility.
- Enjoy an attractive salary package and a range of exciting benefits.

The Role

As our Brand Manager, you will play a pivotal role as a member of our Integrated Solutions Brand Management team, reporting directly to the Commercial Brands Team Leader. Your primary focus will be on our AV Unified Communications requirements for Commercial Specialists, enabling us to enhance our sales and brand offerings in the Australian marketplace. Here's an overview of your key responsibilities:

- Create strategic business plans and forecasts for product purchasing, while effectively managing inventory levels to meet monthly demands.
- Develop a deep understanding of technical and operational aspects of our Integrated Solutions products and their applications.
- Provide exceptional pre and post-sales support to customers, end-users, and account management staff, ensuring seamless product implementation and operation.
- Participate in setting up, attending, and dismantling exhibitions, trade shows, and training events, amplifying our brand presence.
- Proactively report market insights and valuable feedback to the Team Leader, National Sales Manager, General Manager, and Manufacturers.
- Deliver compelling presentations on brand-specific market overviews to manufacturers as needed.
- Collaborate with the National Sales Manager and/or Account Managers to plan customer visits, fostering growth for Integrated Solutions brands.

Your Background

To excel in this role, the ideal candidate will possess the following qualifications:

- Previous experience in a distribution company or similar environment.
- In-depth knowledge of the AV Specialist Unified Communications market, along with a keen understanding of the applications and products (audio and visual) used in diverse scenarios.
- Strong problem-solving skills and a natural ability to navigate technical challenges.
- Exceptional written and verbal communication skills in English, allowing you to engage effectively with colleagues at all levels.
- Outstanding time management and planning abilities, enabling you to juggle multiple activities with varying timelines.
- Proficiency in Microsoft Office applications (Word, Excel, and PowerPoint) to streamline your work processes.

In addition to your expertise, we're seeking a dynamic, confident individual with exceptional communication skills. Embark on a thrilling journey with us as a Brand Manager and let your passion for AV solutions and working with cutting-edge AV technology brands and thrive in an exciting environment!

When you join us, you'll enjoy an attractive salary package and a clearly defined commission scheme. Our company boasts a stable, friendly, and dedicated workforce, with a management team committed to supporting your success in this role. To seize this incredible opportunity, please submit your cover letter and CV to dave@mullowayrec.com.