

## **Sales Account Manager**

### **Join Australia's Trusted Supplier of Agricultural & Vegetation Management Parts**

ASP is a leading Australian distributor of premium wear-resistant parts serving the Agricultural, Grass Care and Vegetation Management industries. With a strong reputation for quality products and exceptional customer service, we continue to grow and are looking for an experienced and motivated **Sales Account Manager** to join our friendly, close-knit team.

This is a full-time, office-based position where you'll manage an established portfolio of customers while identifying opportunities to expand our customer base and drive business growth.

#### **About ASP**

Since 1999, ASP has been supplying high-quality wear-resistant parts to customers throughout Australia. As an Australian-owned and operated business, we've built our reputation on quality products, expert knowledge and exceptional customer service. Our team values integrity, innovation and long-term relationships with both our customers and our employees.

#### **About the Role**

As a Sales Account Manager, you will be responsible for developing and maintaining long-term customer relationships, providing outstanding service, and driving sales growth across your assigned accounts. You'll become a trusted advisor to our customers by understanding their business needs and providing tailored solutions.

This role involves regular phone and email contact with an established customer database, working closely with customers to ensure they receive the highest level of service and support.

#### **Key Responsibilities**

- Manage and grow an established portfolio of customer accounts.
- Build strong, long-term relationships with new and existing customers.
- Act as the primary point of contact, providing prompt and professional service.
- Identify and pursue new business opportunities through existing networks and prospecting.
- Prepare quotations and provide product recommendations and solutions.
- Monitor customer activity and account performance.
- Work collaboratively with the wider team to achieve sales targets.
- Identify opportunities for product development and market growth.
- Assist with marketing initiatives, including promotional campaigns, product launches and printed marketing materials.
- Maintain accurate customer records and sales information.

## About You

To be successful in this role, you will possess:

- A minimum of **3 years' experience** in a Sales Account Management or Business Development role.
- Previous experience within the spare parts, agricultural, machinery or industrial sectors is highly regarded.
- A mechanical aptitude or genuine interest in machinery and equipment would be advantageous.
- Exceptional communication, relationship-building and negotiation skills.
- A proactive, self-motivated approach with a strong customer focus.
- Excellent organisational and time management skills.
- Strong problem-solving ability and commercial awareness.
- Confidence using Microsoft Office and CRM systems.
- Experience with eCommerce platforms or online sales is desirable but not essential.
- Tertiary qualifications in Business, Marketing or a related discipline are preferred but not essential.

## Why Join ASP?

- Join a respected Australian-owned company with a strong national presence in our industry.
- Competitive salary package based on experience.
- Stable, long-term career opportunity.
- Supportive and collaborative team environment.
- Ongoing training and professional development.
- Opportunity to contribute to product development and business growth.
- Work with industry-leading products and a loyal national customer base.

## Apply Now

If you're an enthusiastic sales professional who enjoys building lasting customer relationships and delivering exceptional service, we'd love to hear from you.

Please email your **Cover Letter** and **Resume** to:

[graham@asproducts.com.au](mailto:graham@asproducts.com.au)

Applications will be treated with strict confidentiality.