



Position **Area Manager**
Location: **Devonport, Tasmania**
Employment **Full time**
duration:

Description

This is a fantastic opportunity for a highly driven individual with a strong sales management background, who is looking for a highly autonomous role within ITT. The role will suit an individual who is looking for career progression within the organisation and is willing to relocate to Tasmania.

Reporting to the Southern Regional Manager, the Area Manager is responsible for overall Branch performance the individual will be accountable for achieving ITT WWW sales & Branch objectives through the:

- Promotion of ITT WWW and associated products and services;
- Sourcing new clients, whilst maintaining existing customer needs in various industry sectors, including mining, government & general industry.
- Building of strategic relationships with consultants, contractors & business managers to maximize sales opportunities,
- Promotion of after sales service
- Providing input to the Regional team, attending Branch/Regional sales meetings as required.
- Sales and Branch reporting;
- Leadership and empowerment of employees to take ownership & responsibility for meeting objectives.

The individual will be required to travel extensively in Tasmania throughout the course of the year.

Additional selection criteria.

To be considered you will need to demonstrate success in a sales leadership role, as well as knowledge in the area of flow controls, pumps, or have similar industry experience.

- Must be an excellent communicator, with and ability to influence.
- Ability to lead and motivate staff
- Results orientated, the individual must possess highly developed negotiation, sales and marketing skills, and a genuine commitment to customer service.
- Well developed computer skills. Experience with Microsoft software, email and data base applications.

Written applications should be forwarded to Kathryn Ellis, Human Resources Manager, Kathryn.ellis@itt.com

This internal advertisement should be read in conjunction with the Area Manager job description which can be found on the WANZ Intranet. Should you have any questions in relation to the position or application for the position please direct your enquiries to Stephen Sherwood, Southern Regional Manager or Kathryn Ellis in Human Resources.