

TERRITORY MANAGER

Philmac is a world leader in the design, manufacture, marketing and distribution of innovative, high-quality valves and fittings for pipeline systems and irrigation products. Philmac products are used in diverse applications, from plumbing, hardware and municipal systems through to livestock water control, horticultural and parklands irrigation, industrial uses and mining.

We are seeking a sales professional specialising in plumbing, civil and mining products to join our sales team. You will be a dynamic, well presented, self motivated person who is passionate about the Philmac brand and have a strong belief in adding value to our customers so they can grow their businesses.

This position reports to the Victorian Regional Sales Manager and will primarily cover the Melbourne metropolitan area. You will be required to demonstrate and have a good understanding of the following skills and attributes:

- A strong background in sales with proven experience in selling predominantly in the plumbing, civil and industrial markets.
- Able to demonstrate knowledge of business development in a B2B environment
- Tertiary qualifications in Engineering, Business Management preferable or significant proven industry experience
- Ability to work autonomously and within a team environment
- Possess well developed communication skills
- Demonstrate a high level of professional integrity and ethical behaviour
- Sound knowledge of hydraulic principles relating to the movement of water
- Able to effectively utilise the Microsoft Office product suite
- Possess knowledge of or the aptitude to utilise Sales Logix (CRM)

If you are looking to join an exciting and dynamic team, operating within a market leading organisation, **please click on the apply button and forward your cover letter and resume by Friday 20th August, 2010 to the attention of:**

Amy Gransden
HR Officer

“Winner 2009 South Australian Training Awards – Employer of the Year”

“2009 Ministers Award for Excellence for Employers of Australian Apprentices – Runner Up”

Philmac is an Equal Opportunity employer
Visit www.philmac.com.au to learn more about our Company.

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The Philmac logo consists of the word "Philmac" in a bold, white, sans-serif font, with a registered trademark symbol (®) to its upper right. The text is enclosed within a white rectangular border. The background of the logo area is a dark blue gradient with a subtle ripple effect on the left side.

Philmac[®]

The connection you can trust.