

## Sales Agent

Sharp Corporation of Australia sells electronic office equipment and consumer electronics.

Today, Sharp products are sold in 140 countries. There are 27 manufacturing operations, 29 sales companies and two representative offices in 26 countries.

### About this role

Sharp Corporation of Australia is currently recruiting a number of Sales Agents. A successful candidate will be tasked to grow and expand Sharp Business products - Photocopier, Visual Solution and Solution Software - in the assigned territory. Your role will be to identify new business opportunities and grow Sharp's market share. You will work with a variety of accounts from SME, Commercial to Multinational Companies.

### To be successful in this role, you will be able to demonstrate:

- You have a track record of selling in the B2B industry
- You have a track record in acquiring new business
- Carried and achieved sales targets
- Drive and self-motivation with the desire and determination to succeed
- Strong negotiating skills
- Exceptional communication skills and proficient in Microsoft Office

### Key responsibilities

- Generate new leads and opportunities
- Develop a Sales Pipeline
- Manage and grow new accounts, focusing on new business and increase Sharp market share in the assigned territory
- Achieve sales targets
- Develop and maintain client relationships to achieve sales growth

### Location of roles

- Sydney
- Melbourne
- Canberra
- Brisbane

Please contact us if you have experience of selling in a B2B industry. Your application should include an up-to-date CV which details your skill and experience for this role.

Sharp offers initial financial assistance to support your business set up and an attractive commission structure thereafter.