

## Sales Manager

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.

We are looking for an experienced, proactive, energetic and self-motivated Sales Manager to build and manage assigned categories within Sharp business. This newly created position will play an integral role in growing sales across existing and new networks. This role is based in Sydney.

### Roles & Responsibilities

You will be responsible for the following duties:

- Achieve monthly sales budget by building and managing assigned categories.
- Manage and maintain strong relationships with key partner accounts.
- Evaluate and develop new business opportunities.
- Collaborating with internal and external stakeholders to develop customer focused account plan and manage sales process.
- Reporting back to business the key partners' requirement from planning point of view.
- Resolve client issues and ensure strong customer engagement.

### The successful candidate will exhibit the following qualities:

- Minimum 1 year experience in sales role in a multi-national company.
- Strong drive and ability to meet and exceed sales goals.
- Ability to prepare and analyse sales result and reporting.
- Knowledge of Microsoft Suite (Excel, Power Point, Word, Outlook) and SAP.
- Ability to manage multiple projects simultaneously.
- Has exceptional commercial & financial acumen and be a strategic thinker who challenges the norm.
- Positive and constructive attitude with a focus on results and building a strong team culture.

### Benefits To You

In return for your contribution to our success, we offer a competitive salary package, recognition programs, a variety of learning and development opportunities, and discounted Sharp products to name just a few.

**START IMMEDIATELY WITH DRIVEN GOALS AND DETERMINATION TO BE SUCCESSFUL.**