



Sales Professionals Sydney Office

RMD Australia is a market leader in the design, hire and sale of formwork, shoring and scaffolding solutions. With 60 years' successful trading, the company now operates through a national network of 15 branches and through group companies across the world.

Our Sydney branch is seeking **Sales Representatives / Sales Engineers** to join the established team and become a key player in the continued success of the business. Successful candidates will ideally have proven ability in achieving results in construction, building or industrial project sales or have hands-on experience in formwork and are considering to move to a sales role. However, we would also be very interested in talking to applicants from a design or engineering background with the desire to move into a challenging and rewarding sales career.

Key tasks:

- Develop networks and grow customer base
- Maintain relationships with existing customers
- Maintain customer database and set challenging targets
- Work with customers to ensure project needs are identified and exceeded
- Liaise with local team and engineering departments to ensure project requirements are well communicated professionally and executed
- Coordinate with internal departments and the client to ensure projects are managed smoothly and professionally

Necessary attributes:

- Excellent people and communication skills
- Agreeable personality with a passion for high standards
- Experience in construction engineering from either a sales or design perspective
- Confidence to take ownership of tasks and make the right things happen at the right time
- General business and IT skills
- Experience in formwork is highly desirable

Benefits:

- Excellent salary package including FMV, iPhone, iPad, laptop & sales commission
- Semi-autonomous position with established team and business
- Ongoing training and development opportunities

For further information, contact Padman Aiyer at Padman.Aiyer@rmdformwork.com To apply.