

# EMPLOYMENT OPPORTUNITY

## Account Executive – North QLD

Temperzone is a leading manufacturer, distributor of innovative air conditioning and ventilation products throughout Australasia, Southeast Asia, and China. We are also the exclusive distributor of Hitachi Cooling & Heating products within Australia and New Zealand. We have evolved through an ongoing commitment to best manufacturing practices, innovative design, customer service, and technology for quality delivery.

### About the Role:

We are seeking an agile and driven Account Executive to join our successful team. This is an exciting opportunity for a goal orientated individual who enjoys delivering a strong customer experience within the commercial and residential HVAC community. The successful candidate will be responsible for maintaining and growing our HITACHI and TEMPERZONE partnerships with an established and dedicated customer base, while finding new opportunities to expand our commercial and dealer networks.

As the Account Executive, you will continue to build the relationships with our existing customers, with a focus on commercial accounts/mechanical consultants and while also attracting and developing relationships with new clients, specifically Defence and Government projects and opportunities. This role is a full time, permanent, Monday to Friday opportunity.

### What you will bring to the role:

You will have proven sales experience, excellent customer service and the ability to establish, develop and nurture new and existing client relationships. You will have strong work ethics and you will possess a high level of attention to detail along with time management, planning and execution skills.

The ability to work autonomously and developing new and existing accounts is key. You will possess a flair for client communications and understanding consumer behaviour. The ability to relate to a diverse range of people will be a strength of yours. You must be highly motivated, and target driven with a proven track record of sales. You will have a minimum of 3 years sales experience within the HVAC industry and have sound knowledge of VRF selections and performance as well as the ability to interpret mechanical drawings and schedules.

### What we can offer:

We are a fun and vibrant team that offer a supportive environment, competitive salary, car allowance, laptop and mobile phone.

At Temperzone we believe that our people are our strength so its important to us to have the right people in the right roles to move us into the future.

Temperzone is an equal opportunity employer wishing to increase our philosophy of the customer experience. Work for environment that values diversity, flexibility and where everyone belongs.

The successful candidate will be required to undergo a pre-employment medical and complete a national police check. **Please note that only people with the right work in Australia need apply for this position.**

Closing Date: Friday 11<sup>th</sup> November 2022. Only short-listed candidates will be contacted

**Internal Applications:** For more information, please contact HR. To apply for the role please send your CV including Cover Letter to [hr@temperzone.com.au](mailto:hr@temperzone.com.au)

**External Applications:** Send your CV including Cover Letter to [hr@temperzone.com.au](mailto:hr@temperzone.com.au)

