

# EMPLOYMENT OPPORTUNITY

## Account Executive – SA

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. Identify new market opportunities and growth opportunities using our extensive resources internal and external data such as BCI and other industry intel. This role is a full time, permanent, Monday to Friday opportunity.

### What you will bring to the role:

- 3 + years of local experience in a similar role.
- Demonstrable proof of strategic account & territory management.
- Excellent knowledge of MS Office and Customer Relationship Management (CRM) software.
- Proven ability to build and maintain positive, professional key relationships with clients.
- Possess a flair for client communications and understanding of consumer behaviour.
- Excellent selling, communication, and negotiation skills.
- Highly motivated and target driven with a proven track record in sales.
- A good knowledge of current technology trends & the Australian competitive landscape.
- Proven willingness to learn and improve.
- Ability to create and deliver presentations tailored to the audience needs.

### 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.**

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)

