



Victorian Sales Educator

Janome is a leading sewing machine company in Australia, and one of the largest in the world. A leading innovator, Janome is dedicated to bringing the latest technologies and professional-grade sewing functionalities into the home.

Established in Australia since 1969, our head office is located in Cheltenham, Melbourne, and we have four state offices in Sydney, Brisbane, Adelaide and Perth, plus offices in New Zealand.

Janome is also the sole supplier of Elna products in Australia/New Zealand.

We are looking to recruit a **Victorian Sales Educator** to be part of our busy team at our Head Office located in **Cheltenham, Victoria**.

Working Relationships:

- Report to the National Education Manager
- Assistance on products and product training from National Education Manager
- Work closely with other staff
- Interface directly with clients

Key Duties/Responsibilities:

- Work closely with territory clients, educating them in our product range
- Conduct instore product sales presentations/events
- Grow territory sales by developing strong relationships, commitment to the brand and product knowledge by exhibiting dependability and follow-through on commitments
- Provide detailed reports on customer visits, competitor intelligence and feedback
- Stay current on the new products, updates, product changes or modifications, industry trends and identify opportunities for the company
- Participate in, and assist with, the coordination of special events and trade shows within the defined territory or as requested

Requirements:

- Must reside in Melbourne Metro Area
- Valid Australian Driver's license
- Passion for sewing and a willingness to increase sewing product knowledge including software
- Well presented with excellent communication and presentation skills (verbal and written)
- Reliable team player and ability to work independently
- Able to manage territory call cycle
- Exceptional customer service skills - following through in a detailed and timely manner on all customer questions and concerns
- Confident, self-motivated, organized, and effective in time management
- Ability and willingness to accept and provide feedback
- Respect for company policy
- Cooperative and respectful with other team members
- Computer proficient in Word and Excel

We supply:

- Company vehicle (fully maintained)
- Laptop, iPad, mobile phone
- Product training

We are offering an attractive remuneration package with this full-time position.

For those outside of this industry that have excellent sales education experience and feel that they can adapt very quickly, you are also welcome to apply.

If you think you are up to this diverse and challenging role, please forward your resume with a covering letter: By email to enquiries@janome.com.au (Subject heading: "Job Resume Attn: National Education Manager")

This position will close when a candidate has been identified. We thank you all for your applications; however, only those selected for an interview will be contacted.