



Victorian State Manager

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 State Manager** to be part of our busy team at our Head Office located in **Cheltenham, Victoria**.

Working Relationships:

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

Key Duties/Responsibilities:

- Maintain and grow existing business
- Qualify and open new accounts
- Facilitate new account set-up, orders, credits, returns and account adjustments
- Reach established territory goals and projections as provided by Head Office: new account openings, sales targets, new product sales
- Grow territory sales by developing strong relationships, commitment to the brand and product knowledge by exhibiting dependability and follow-through on commitments
- Provide detailed weekly sales reports on customer visits, challenges, opportunities, 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
- Able to manage territory call cycle and arrange travel plans under the travel/events guidelines provided
- Excellent communication and presentation skills (verbal and written)
- Exceptional customer service skills - following through in a detailed and timely manner on all customer questions and concerns
- Have a professional manner, conducting oneself with integrity and honesty
- Self-motivated, organized, efficient and effective in time management
- Respect for company policy
- Cooperative and respectful with other team members
- Confident and outgoing
- 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 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: General 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.