

# JANOME

## Sales Educator

(Cheltenham, Melbourne, VIC)

Janome is the number 1 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 an office within Sydney, Brisbane, Adelaide and Perth. We also have an office in New Zealand.

Janome is proud to be the sole supplier of Elna products in Australia/New Zealand.

We are looking for a capable **Sales Educator** to be a part of our busy Victorian Head Office team based in Cheltenham, Victoria.

Reporting to our **Victorian Sales Manager** and **National Education Manager**, you will be responsible for:

- Basic Account management
- Achieving sales budgets and targets
- General reporting
- Providing dealers with promotional and sales support
- Conducting dealer education and training on our products
- Working trade shows to promote the Janome/Elna brands
- Travel within Victoria and Tasmania plus possibly some other inter-state travel
- Coordinating product launches
- Arranging, constructing and conducting instore presentations to consumers on new Janome and Elna products
- Supporting consumers with general inquiries and troubleshooting
- Designing and constructing sewing samples

The ideal candidate should:

- Have some sewing machine experience
- Be computer literate
- Possess intermediate Microsoft Office skills (in particular Outlook, Word, Excel and PowerPoint)
- Have understanding and experience utilising digital media platforms (Facebook, Instagram, Zoom, etc.) to assist with generating sales and educating consumers
- Have the ability to work efficiently as part of a team plus autonomously
- Be personable, presentable and articulate
- Have a current drivers licence

This is a full-time position which includes a fully maintained company vehicle, laptop, iPad, mobile phone and training to support your role.

If you think this role is for you and you are up for the challenge, please forward your resume with a covering letter:

By email: [vic@janome.com.au](mailto:vic@janome.com.au)  
(Subject heading: "Job Resume attn. Lachlan McQueen")

Closing date for applications is 31<sup>st</sup> March 2023, promising candidates will be contacted for interviews thereafter.