**National Sales Manager**

**About AEG Powertools**  
  
Since being founded, AEG Powertools has been leading the way in new product development. By introducing the first transportable drilling machines in 1898, portable power tools were born. Over 100 years later AEG are still offering the professional user innovative, powerful solutions.  
  
We are committed to ensuring our people have a great experience at AEG, so in addition to an exciting and challenging role we also provide a range of great employee benefits including:

* **Discounts & Perks:** Fully maintained company car, laptop and phone. Generous discounts on company products.
* **Lifestyle**: Hybrid working model to support flexibility.
* **Personal Development:**Access to professional development programs.
* **Health & Wellbeing:** Paid Parental Leave and Employee Assistance Program.
* **Social:** Recognition programs and social events to celebrate our team's achievements.

**About the Role**  
  
Are you ready to take on an extraordinary opportunity?  
  
Join us as the dynamic Sales Manager who will spearhead a nationwide team of talented salespeople, revolutionize business growth strategies, ignite stakeholder connections, and become the living embodiment of our cherished company values.  
  
Get ready to trailblaze in this newly minted role, propelling our service capability to new heights with existing clients and forging powerful alliances with a host of prospective customers, as our expansive range continues to reach unprecedented horizons.  
  
*Apply now and let's embark on a thrilling journey together!*  
  
**Key Responsibilities:**

* Develop a strategic sales plan, providing a roadmap for securing long-term revenue through the retention and acquisition of new and existing customers.
* Be customer obsessed, by consistently delivering a seamless experience throughout the customer journey.
* Continually review state(s) performance to appropriately plan and identify opportunities to inform forward planning.
* Negotiate tenders, and close agreements to maximise revenue and profitability.
* Collaborate with internal cross functional departments to ensure decision making considers a consistent commercial customer experience.
* Oversee the execution of events, campaigns, and prospecting to target growth within new product ranges and market segments.
* Monitor market trends, competitor activity and share with the business to maintain our competitive advantage.
* Develop and manage the performance of your account managers through frequent coaching and feedback.
* Work with individual onsite specialists to build capability by assisting in the creation of professional development plans.

**About you:**

* Minimum of 5 experience leading and managing a team of sales people.
* Previous experience working in a customer facing role from the trade industry.
* Ability to foster and build relationships.
* Confident in presenting service offerings and solutions to a broad variety of customers and at events.
* Experience using a CRM preferred.

**The Offer**

* A competitive salary package plus car plus bonus
* Ongoing training and development (including leadership programs)
* Access to Employee Assistance Program
* Exposure to world class technologies

*If you are ready to join a growing organisation and be a part of an outstanding team, we would love to hear from you!*