

Solar Domes Australia

SALES REPRESENTATIVES

Self motivated person to demonstrate products using a mobile trailer display.

Melbourne, Adelaide, Canberra, Sydney, Brisbane areas

Applications to: craig@solardomes.com.au

POSITION DESCRIPTION

The Sales Representative is a self motivated person who demonstrates Solar Domes Australia products to the general public using a mobile promotional swimming pool and dome trailer.

Working hours are flexible but the successful applicant will need to be able to work a combination of after hours and weekends.

LOCATION:

The Sales Representative will be located in the Melbourne metropolitan area.

ESSENTIAL DUTIES & RESPONSIBILITIES:

- Market Solar Domes Australia products and services directly to the general public and the Leisure Industry.
- Market Solar Domes Australia products in accordance with the company marketing strategy plan and the terms of Solar Domes Australia's Contractors Mutual Agreement.
- Organise the moving of trailers and signage as required by the Marketing Strategy Plan.
- Follow up all referrals from Solar Domes Australia or other sources in a timely manner.
- Consult with potential clients in a holistic way to determine their specific needs and requirements and advise on appropriate technology and solutions.
- Take (or arrange for) accurate measurements, plans to be drawn and detailed information developed to ensure specific accurate quotations for products to meet client requirements.
- Maintain a liaison with the Factory Manager of Solar Domes Australia to ensure that specific materials are available, projected time-lines can be met and correct pricing can be guaranteed.
- Maintain a liaison with the General Manager Solar Domes Australia to develop ongoing market strategy and new product lines for the businesses.
- Maintain a "Sales Bank" of enquiries and leads to be followed up.
- Report weekly to the General Manager Solar Domes Australia on sales results.
- Maintain the display trailer and signage in pristine condition.

REPORTING RELATIONSHIPS:

- **Responsibility:**
- The Sales Representative is responsible to the Managing Director Solar Domes Australia

WORKPLACE ASSESSMENT:

A review will be carried out every (3) months, and will take the form of a meeting between the Sales Representative and the Managing Director Solar Domes Australia at which time the Key Performance Indicators (KPI's) listed below will be reviewed against the mutually agreed targets, previously set.

KEY PERFORMANCE INDICATORS:

- Adherence to the Solar Domes Australia marketing strategy plan.
- Number of Presentations made.
- Number of products sold.
- Referrals followed up.
- New client / industry contacts made.
- Maintenance of network liaison with Solar Domes Australia operatives.
- Customer feedback forms.

SELECTION CRITERIA

Sales Representative

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The Sales Representative will be a person who presents as largely fulfilling the following Key Competencies.

- **Qualifications / Experience**
 - Current Driver's License
 - Experience in retail sales to the public.
 - Can provide at least two business referees who will attest to the suitability of the applicant to undertake the requirements of the position.
- **Relationship Skills**
 - High level personal presentation and verbal skills
 - Well developed active listening skills.
 - Enthusiasm and passion for the leisure industry
 - Holistic approach to identifying and satisfying client needs
 - Be able to confidently follow-up enquiries and leads
 - Excellent telephone technique
 - Good time management attributes.
 - Reliability in providing ongoing client support.
- **Technical Skills & Experience**
 - Sales background in the Leisure Industry or other experience deemed equivalent. Experience in marketing would be an advantage.
 - High level sales presentation skills including;
 - Ability to acquire and update product knowledge
 - Effective product display and demonstration technique
 - Punctuality in keeping appointments.
 - High level written and presentation skills.
 - The ability to write brief reports.
 - Accurate record keeping of contacts, clients and details of orders placed and contract variations.
 - Computing skills
 - Competency in the use of Lap-top computers

- Understanding of wireless connectivity and the use of email and VOIP
- Good working knowledge and experience in word-processing, spread-sheeting, use of a digital camera and image manipulation
- **Flexibility & Teamwork**
 - The ability to work as a member or leader in a team environment. .
 - Willingness to adopt flexible working hours to enable home demonstrations and ensure completion of projects on schedule.
 - Some weekend work will be necessary.
- **Personal Development**
 - The Sales Representative will be a person who is self motivated and keen to undertake training to update product information, skills and knowledge in the industry.
 - Willingness to attend and participate in Seminars, Workshops and Home Shows out of normal working hours is required.