

REGIONAL SALES MANAGER – Australia/New Zealand

Do you want to work for a dynamic and rapidly growing company that is an industry leader in sensing and controls? Greystone Energy Systems, Ltd. is dedicated to developing high quality and innovative solutions for its customers with unsurpassed customer service.

We are looking for a highly motivated, results-driven individual to join our sales team. The Regional Sales Manager – Australia/New Zealand, is a newly created position that will be based in the Australia or New Zealand, covering both regions; it is essential to possess knowledge of Australia and New Zealand. This position will be responsible for sales and promotion of Greystone products in the region.

Why work for Greystone? At Greystone Energy Systems we offer many advantages of being an employee:

- We promote a life-work balance; your work schedule is Monday to Friday, daytime hours with flexible office hours.
- We offer a core plan of benefits which include Medical, Vision and Dental Care. Additionally, we offer other benefits which complete the package: Life and Disability Insurance, Employee and Family Assistance Plan which offers wellness initiatives and counseling services 24/7; a confidential service for a wide range of life-work topics.
- Employee long term career goals are important to us, we want to support and encourage learning and development throughout your Greystone Journey.
- Annual Performance Reviews.
- We believe in equal opportunity, and we promote diversity and inclusion in the workplace, at Greystone, we proactively utilize our diversity to generate new initiatives and strategies in the business.

Goals:

- Develop and drive sales of Greystone's products.
- Achieve targets and goals in your assigned region.
- Build strong relationships with customers, understanding their business needs.
- Establish, maintain, and expand your customer base.
- Service the needs of existing customers.
- Increase business opportunities through various routes to market.
- Identify and develop strategic customer accounts.
- Collect customer feedback and market research.
- Keep up to date with industry products and competitors.
- Create and implement sales and marketing strategies to achieve targeted product and market position for their assigned business region.

- Works out feasible regional Business sales and expense budgets and supports the accomplishment of them.
- Ongoing evaluation of the company's market share position within the assigned region.
- Planning and active participation in national/regional trade shows.
- Coordinate divisional efforts and shares the best practice with other Business Managers.
- Foster a proactive and professional working culture within the Business region and our customers.

Qualifications:

- Be a self-starter with excellent communication skills, both written and oral
- Possess strong computer skills (Word, Excel, and Internet)
- Be accurate and have attention to detail.
- Be able to work in a fast-paced environment with excellent time management and organizational skills.
- Be a graduate of an Electronic/Mechanical Engineering or Technology Program
- Have a technical background and minimum three (3) years previous sales experience in the commercial controls market.
- Be able to work with minimal supervision in a home-based environment.
- Be able and willing to travel frequently throughout your assigned region.
- Possess a valid passport.
- Be fluent in English, or other regional languages are an asset.

Greystone offers a competitive salary and incentive package with office and business expenses paid.

Preference will be given to applicants that have a proven track record in the sale of commercial HVAC products.

Only those who will be considered for the next step of the recruitment process will be contacted.

Please submit your detailed resume outlining your recent experience to blakemore.j@greystoneenergy.com