

JOB TITLE	Regional Sales Co-ordinator NSW / ACT
ORGANISATION	Extrastaff
LOCATION	Sydney
WORK TYPE	Full Time
CLASSIFICATION	Sales > Sales Representatives
OPEN DATE	02 Jul 2021
CLOSING DATE	30 Jul 2021
REQUIRED SKILLS	Motorcycle Sales
	<p>Our client is a major international motorcycle & power sports company. They are currently searching for a Regional Sales Coordinator NSW/ACT for an immediate start.</p> <p>MAIN PURPOSE OF THE JOB</p> <p>To coordinate operation of all sales & marketing activities in NSW/ACT for products in line with company policy in order to achieve goals and sales targets for NSW/ACT Markets. Overall management of NSW dealer performance with focus on Sales & Marketing for the nominated territory.</p> <p>REPORTING STRUCTURE & COMMUNICATION</p> <p>Reports to: NSW State Sales Manager Internal communication: National Sales Manager, State Sales Manager(s), Parts and Logistics operation staff and TSD manager, IT Dept. External communication: Dealers, Customers, Business partners, Logistics Company (Warehouse staff)</p> <p>MAIN TASKS</p>

ROLE DESCRIPTION

- â€¢ Develop, maintain and control dealer network in NSW (metropolitan, regional and rural)
- â€¢ Achieving and maintaining set sales budget as per company requirements
- â€¢ Visiting dealers on regular basis to share sales & market information and assisting with business development & training of the dealers.
- â€¢ Implement, coordinate and review Brand strategy for NSW market
- â€¢ Coordinate dealer sales and marketing activities with the NSW Sales Manager
- â€¢ Plan and organise local marketing and sales activities and review effectiveness
- â€¢ Focus on Side by Side & Off road growth categories where applicable
- â€¢ Attendance of special projects upon request (Trade show, Field Days, Promotion events)

ACCOUNTABILITY/RESPONSIBILITY

- â€¢ Monitor the agreed sales targets
- â€¢ Process and control selling and marketing actions of dealers
- â€¢ Power to make decisions on budgets with approval by NSW Sales Manager
- â€¢ Keeps detailed administration reports of results and prospect/dealer information
- â€¢ Accurate reporting of dealer visits

JOB REQUIREMENTS: EDUCATION / EXPERIENCE / COMPETENCIES

- â€¢ Attainment equal to or higher than high school graduate
- â€¢ Min 2 years working experience in a comparable position
- â€¢ MS Office experienced (computer literate)
- â€¢ Experienced in motorcycle, powersports, agricultural or at least automotive field
- â€¢ Possess current motor vehicle and motorcycle licence

If you have the skills and experience required for this role please APPLY NOW.