

## POSITION DESCRIPTION: Sales Team Member

### We're on the hunt for:

A full-time Sales Team Member who wants to provide excellence in customer service, servicing the needs of the company's existing clients, generating new sales enquiries, and supporting the activities of the business development sales team.

### Sound like you?

- Dedicated to providing excellence in customer service.
- Excellent communication and people skills.
- Exceptional organisational and analytical skills.
- Strong influencing and negotiation skills.
- Receive inbound customer sales enquiries including counter sales.
- Provide quotations and product / service information, support, and pricing details in response to inbound enquiries.
- Process sales orders and arrange the dispatch and administration of products / services sold.
- Be driven by achieving and exceeding budget results for sales.
- Love to keep on top of things, following up and maintaining key metrics.
- Dedicated to creating a safe working environment.
- Works with the team to ensure operational excellence.
- Strives for excellence in everything they do.
- Contributes to positive team culture.
- Communicates well to get things done.
- Sales and customer service experience will be an advantage, full training for the candidate will be provided.
- Knowledge of the products and markets that IBS supply and service would be an advantage.



## **What it's like working at IBS**

We care about our people; we care about who you are and your life outside of work and aim to create a place filled with great people. We like to make work interesting; we aim to create roles that make you to want to come to work each day. We believe that teams that reflect the communities we operate in create better outcomes. We do not discriminate based on race, religion, national origin, gender identity or expression, sexual orientation, age, or marital, veteran, or disability status.

We offer:

- Competitive Salary and incentives
- A great place to work, with a positive team environment.
- Team events and celebrations – we celebrate our wins and yours too.
- Opportunities to grow and develop – an environment where things move quickly, and you can take the lead.

## **A bit about us**

We're more than just bearings. IBS Engineering Supplies have been providing quality industrial hardware, power transmission, hand and power tools, welding and welding consumables, work wear and safety wear, fasteners, and steel on the Cassowary Coast for more than 40 years.

## **Got what it takes?**

Apply by sending a copy of your resume and a cover letter to [admin@ibsonline.com.au](mailto:admin@ibsonline.com.au)