



## VIC TERRITORY MANAGER

You describe yourself as strong communicator, someone with an incredible ability to build rapport and influence. You're a natural hunter and working in sales fits your passionate and driven personality to a tee. You love the freedom of being on the road and are motivated by targets which you are directly rewarded for. Well... we sound like a great match!

We are currently seeking a passionate and driven Territory Manager to join our team to bring their wealth of experience in identifying and gaining business from new and existing clients. We are looking for someone who is willing to ensure complete customer satisfaction when dealing with CoreLogic RP Data clients.

The Territory you will manage will be Victoria.

### **Responsibilities in the role include:**

- Working closely with new and existing clients to determine their present and future needs
- Proposing suitable products, services and upgrades in order to maintain and grow revenue for the organisation
- Maintaining call rates to assure contact with assigned clients
- Understanding the customer's objectives and decision making process and forming long-term business partnerships
- Negotiating price and volume discounts (where applicable) in accordance with the organisation's policies
- Conducting product demonstrations and coordinating the preparation of sales proposals
- Coordinating, conducting and participating in Sales promotions, campaigns, events and displays
- Cold and warm calling new and existign clients in order to increase sales



**Skills and experience we are looking for include:**

- 2+ years sales experience
- Proven Sales ability, persuasive ability and excellent communication skills
- The ability to deal with clients at all levels and translate client needs into a complete solution.
- Excellent communication skills and ability to build rapport
- Experience in Finance, Real estate etc. would be preferred.
- Passion, drive and the belief in high customer service is very important

**Must Have:**

- It is a requirement of this role that you have a valid Drivers' licence