

Territory Sales Manager for Australia and New Zealand



September 2022

With over 30 years' experience, GVS Group is one of the world's leading manufacturers of filters for application in the Medical, Laboratory, Automotive, Appliance, Safety and Building Filtration sectors.

The corporate headquarters of the GVS Group is located in Italy, has business units worldwide, and produce respirators in the USA with its subsidiary in Michigan, GVS-RPB (Ex RPB Safety).

GVS-RPB is the market leader in Australia and New Zealand for blasting respirators, and is a challenger brand for high quality PAPRs and tight-fitting half mask respirators.

GVS is looking for a Personal Safety Territory Sales Manager for the Australian & New Zealand markets.

In this position, you are responsible for managing the sales territory. You will work closely with the distribution, be the point of contact for our customers, provide training, initiate product launches and ultimately be held accountable for sales growth in your assigned territory.

You are expected to work closely with the Sales Director to ensure the values of GVS are carried through to all distributors, while maintaining focus on the vision of establishing GVS as the provider of Personal Safety Equipment for the Abrasive Blasting, Manufacturing, Health Care, Life Sciences, and Metal Industries.

You are required to provide superior service and support to authorised distributors, and contractors. The objective is to increase sales volumes, build on distributors' loyalty, increase GVS's market share and encourage distributors to purchase new product ranges as they become available.

Core Activities:

- Develop and implement strategic sales plans to accommodate corporate goals
- Organise approval of new products
- Direct sales forecasting activities and set performance goals accordingly
- Review market analyses to determine customer needs, price schedules, and discount rates
- Represent company at trade association meetings and shows to promote product
- Deliver sales presentations to clients
- Develop and implement a sales and marketing strategy
- Analyse and control expenditures of division to conform to budgetary requirements
- Monitor and evaluate the activities and products of the competition
- Prepare monthly sales report showing sales volume, potential sales, and areas of proposed client base expansion. Responsible for sales number for his/her product line
- Prepare cost analyses to be used in quoting
- Perform the actual quoting and follow-up with the customer
- Present new product ideas for sales growth
- Recommend or approve budget, expenditures, and appropriations for research and development work
- Handle customer complaints and requests, at any level from Customer Service to Purchasing to Executive Management.

Who we are looking for:

- Bachelor's Degree from accredited college;
- 5+ years of previous PPE Sales;
- Proven experience in generating new business;
- Customer-related experience in the PPE industry, including minimally a working knowledge of certification level.

Preferred Qualifications:

- Advanced Degree;
- Engineering experience in the air respiratory field.

GVS currently does not hold an office in Australia, but has a marketing and engineering office in New Zealand to which travel may be required.

Pending the opening of a GVS subsidiary in Australia the position is home based.

For more information or to apply for this role please email respirators@gvs.com