



Brands Australia Pty. Ltd
23 Encore Ave
Somerton VIC 3062

Position Available

Position Title: Sales & Support Agents
Responsible To: Managing Director
Location: All Australian States and/or Regional Territories

Our fast growing, privately-owned Australian business is looking for Sales and Support Agents on unlimited commission, who are:

- **Passionate about building relationships**
- **Experienced in selling to retailers**
- **Seeking flexible and family friendly work hours**

We are a dynamic business which operates in the new Biometric technology space. We have opportunities for motivated and enthusiastic sales agents to take this innovative technology product to market as a Commissioned Sales and Support Agent. Working closely with the Managing Director and National BDM, you will be targeting new channel development in the SME and retailer space as well as government departments and embassies. You will educate and inform potential clients of the value and revenue that can be added to their business, with this product. Our unique technology product has a huge potential to penetrate yet untapped markets.

- The job is commission only with opportunity to earn an uncapped income
- Vehicle allowance, full training and samples are provided
- Unique B2B Photographic Product Affiliated with Polaroid
- Huge Scope for Market Expansion
- Opportunity to get out and meet new clients
- Agency opportunities available across Australia in both state and/or regional areas
- Unlimited commission structure and travel expenses covered
- Work closely with leadership of privately-owned Australian business

The ideal candidate will:

- Have experience selling to retailers and excellent rapport building skills
- Enjoy building a sales territory and being recognised for contributions towards business growth
- Have a keen interest in biometrics and photography
- Be self-motivated to learn and understand product offerings
- Be honest and ethical
- Be computer, IT and photographic literate
- Have excellent communication skills
- Have your own laptop, phone and vehicle
- Be able to work unsupervised and motivated to hit sales targets
- Have confidence in selling to SME and/or retailers
- Interested in new technology with an ability to engage others
- Tertiary qualification in business or marketing, would be fantastic, but not essential
- Be an order maker, not an order taker
- Above ALL - You will have the ability to cold call retailers and to generate leads

You will be creating and maintaining a management pipeline, aligning your outputs to clearly defined performance objectives and reporting monthly to the executive team. Additionally, you will have the opportunity to lead new product launches, deliver training and presentations and to exhibit at trade shows.

Our Melbourne Support office will provide you or your team with induction, training, service, samples and support to ensure you are a success.

To apply for this exciting opportunity, please email beatam@brandsaustralia.com with your CV and cover letter highlighting what makes you suitable for this role.