



NSW/ACT State Sales Manager

Bremworth Sales

Full time

- Join an iconic, purpose-led brand
- Lead a passionate team
- Be an integral member of the team to grow the business

About Bremworth?

Bremworth is a premium rug and carpet company with strong roots in New Zealand. The flooring industry is dominated by plastic. We believe there is a better way. Guided by our purpose of finding more sustainable solutions, we're on a transformational journey focused on helping consumers to bring more natural products into their homes and daily lives.

Bremworth employs over 400 people across New Zealand and Australia, with local sales teams based in New South Wales, Victoria, Queensland, South Australia and Western Australia.

Our people combine innovative thinking with the belief that natural is best. Our 60+ years of experience has taught us that wool is not only 100% natural, biodegradable and renewable, but it's also a brilliant fibre for design innovation and overall flooring performance.

Join us on our journey and **Let's Go Good Together**

About the role:

This role provides a unique opportunity to join an iconic, purpose-led brand on an exciting transformational journey.

If you're a lateral thinker and love identifying and leading the implementation of winning formulas, then this role could be perfect for you.

This is a permanent full-time position directly reporting to the General Manager of Australia and New Zealand Sales.

Background to the Australian Sales Department

The NSW/ACT Sales Department is a hub of experienced salespeople, working towards our vision of becoming a global leader in designing and creating desirable, sustainable, safe and high performing natural interior solutions.

As our business continues to transform and evolve at pace, we need a real rock star to lead and inspire our NSW/ACT sales team to achieve exceptional results.

Bremworth

We are a down to earth, creative, fast moving, fun, and supportive bunch so get in touch if this sounds like a good fit for you.

Key responsibilities

- Develop a winning sales strategy to achieve/exceed organisational sales targets
- Lead and implement collective and individual sales growth plans
- Build strong internal and external relationships
- Be the preferred brand with our wholesale partners
- Forecast annual, quarterly and monthly sales revenue/volume
- Ensure best practices, systems and processes are available and endorsed

This position will suit someone who is:

A natural go getter who wants to make a genuine difference to, not only to the sales results of this territory, but also to the homes and daily lives of customers in Australia.

And has:

- A track record of delivering strong revenue and margin growth against assigned targets
- A natural desire to collaborate
- Excellent communication, interpersonal, presentation, and organisational skills
- High energy and confidence
- A natural passion for colour and an appreciation for premium design
- Strong commercial acumen

What's in it for you?

An excellent opportunity to:

- The chance to work for an authentic, proven market leader, focused on natural materials, whose purpose is to find a more sustainable way in an industry that is dominated by plastic
- Opportunity to grow personally and professionally through our world class Leadership program
- Competitive salary and bonus scheme