



NATIONAL SALES COORDINATOR

Full-time

Geelong, VIC

We have an exciting opportunity for an enthusiastic and experienced Sales Coordinator to join the team!

About Us

Leading Image School Photos are the leaders in School Photography.

We are a national brand, we pride ourselves on value, quality and service to our customers. Local schools being serviced by local people, developing long and valued relationships you can trust.

Our branches located across Australia are focused on providing excellent service along with exceptional quality in our work.

Your New Role

Playing a valued part in our sales process from our head office in Geelong, this full-time position will be rewarding, fast-paced, exciting and unique.

Your wide variety of duties will require you to:

- Make proactive outbound calls to raise awareness and drive business growth
- Identify new business opportunities with existing and potential customers
- Build trusted relationships with long term customers
- Provide guidance, answer questions and offer solutions according to the specific needs of each client
- Deliver on promises through timely call backs, sending information packs and follow up tasks
- Manage a pipeline of warm leads in our CRM
- Achieve targets and diligently work towards KPIs
- Maintain strong and confident product and package knowledge
- Provide support as required to the National Sales Team
- Maintain up-to-date customer, contact and activity records

What do we need from you?

Attitude is everything! We look for people with drive and passion for what they do. If you believe you have the following attributes, then this job is for you:

- Minimum 2+ years' experience with phone-based, outbound customer service in a corporate environment
- The ability to build rapport quickly over the phone with excellent and friendly communication skills
- Professional computer ability with strong organisational skills and attention to detail
- Self-motivated, a team player, resilient, confident and hungry to learn and grow
- Ability to work autonomously in a target-based environment
- Unrestricted working rights in Australia
- A can-do attitude

Why Join Us?

- Friendly, positive, family owned and supportive working culture
- Career progression, training & development opportunities
- 5 weeks annual leave
- Passionate and inclusive team, that values each team member's contribution to providing quality and exceptional photography services
- Support and training in learning our style and systems is provided
- Established and trusted, nation-wide company

We'd love to hear from you!

If this role appeals to you and you have the expertise and skills set to match, we encourage you to submit your application.

Please note applications with a cover letter addressed to "The National Sales Manager" along with an updated resume will be considered.

Due to a high volume of applications only shortlisted candidates will be contacted.

You must have the right to work in Australia to be considered.