

Territory Manager

Auckland NZ

Date Posted: 7 April 2022
Employment Type: Permanent full-time

About Us

Mainmark is a privately-owned company and leaders in advanced ground engineering and asset preservation technologies. For more than 25 years, Mainmark has led the world in offering unique, innovative solutions for foundation repair, and rectifying problems in residential, industrial, commercial, civil engineering, and mining situations.

Want to know more? Head to our website at <https://mainmark.com/>

The Opportunity

The role is primarily responsible for developing and nurturing a regional B2C market by promoting Mainmark's products, services, and solutions. You will be required to both generate your own leads and follow up on company-generated leads. Nurturing business relationships and driving sales initiatives by meeting and exceeding individual targets throughout the upper North Island.

About You

Suitable candidates will have:

- › At least 5 years' B2C sales experience in Construction, Engineering or similar industry.
- › A thorough understanding of the "sales" process and dynamics.
- › An advanced understanding of residential design and construction;
- › Strong interpersonal skills, with the ability to effectively communicate and influence solution direction to both technical and non-technical audiences.
- › Proficiency in MS Office and Salesforce (desirable) or other CRM.
- › Valid and current driver's licence.
- › Ability to travel as required.

What We Offer

- › A fantastic opportunity to join a friendly and supportive team.
- › Competitive salary + commission.
- › Fully maintained company vehicle.
- › Training to ensure you understand all our products and technologies.
- › Career progression.

We'd love to hear from you

If you feel you meet the required skills and experience, then apply now. Send your resume to the Business Development Manager (Residential) at apadrutt@mainmark.com

Applicants must reside in New Zealand and have the right to work in New Zealand.

Please note all applications are reviewed upon submission with only shortlisted candidates contacted further about the position.

Mainmark's recruitment team kindly request no unsolicited resumes or approaches from recruitment agencies. Mainmark is not responsible for any fees related to unsolicited resumes.