

Salary Packaging Relationship Manager

Hays • All Perth WA



Base pay

\$90,000 - \$100,000



Work type

Full time



Contract type

Permanent

Job details



Date posted

16 May 2022



Expired On

01 Aug 2022



Category

Sales



Occupation

Mechanic, Automotive, Repair



Base pay

\$90,000 - \$100,000



Contract type

Permanent



Work type

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Full job description

Your new company

This leading automotive manufacture has an exceptional reputation in the Australian market and a strong global presence. They focus on providing their customers with the safest and most reliable ways of moving and are known for leading the sustainability sector in innovation, driving change with both Hybrid and Electric vehicles. Due to their continuous growth, they are seeking a Salary Packaging Relationship Manager to join their team.

Your new role

As a Salary Packaging Relationship Manger, you will be expected to:

- Create new pools of eligible customers for Novated lease agreements
- Build new relationships (internal and external) with customers and stakeholders, and determine any new business opportunities
- Be confident and resolve any issue escalated to you
- Review Salary Packaging for specific customer bases in the different regions and states
- Determine what support your clients need and providing high quality care
- Be the first point of contact for your clients
- Prepare and present client annual reviews
- Manage your own time and schedule client meetings
- Drive data integrity and ensure the CRM is managed proactively
- Report monthly on all aspects of your customer portfolio
- Provide support where needed in preparation of tender responses and new business proposals.

What you'll need to succeed

- A proven track record in managing relationships with business clients, including driving revenue growth through cross- and up-selling opportunities
- Tertiary qualifications in related field – preferred but not essential

- Good questioning skills to gather relevant information and knowledge
- A demonstrated forward-thinking mindset, and can promote business culture in the Sales team
- First class presentation and communication skills – written and verbal
- Professional communication and interpersonal skills
- Ability to work autonomously
- Great planning and organisational skills
- A strong customer focus and drive to seek thorough understanding of customers
- Great collaboration skills with other team members
- A drive to empower and enable others to achieve high standards of performance

What you'll get in return

You will be joining a leading manufacturer who are pioneering automotive sustainability growth and put a high degree of emphasis on team culture and employee engagement. You will have the opportunity for extensive personal development with a supportive team behind you. Package includes a base salary of \$90,000 - \$100,000, plus superannuation, fully maintained company car of your choice with full personal use, and a bonus based on personal performance.

What you need to do now

If you're interested in this role, click 'Apply now' or send an up-to-date copy of your CV to Brydie.Allen@Hays.com.au

If this job isn't quite right for you but you are looking for a new position, please contact us for a confidential discussion on your career.

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