



Sales Manager

Are you a big kid at heart that is passionate about building relationships through a quality brand that is driven to make a difference? If so then our team is looking for you!

Connetix is a rapidly expanding toy business focused on creating incredible open-ended STEAM accredited magnetic tiles that help to develop imagination and creativity in people of all ages.

Our company operates on a family friendly, flexible working from home (remote) model and therefore successful applicants will be required to have a workspace to safely accommodate this arrangement.

Our Sales Manager will play a critical role in building, managing and nurturing relationships with exciting and new key accounts. Your primary goal is to build relationships and growth opportunities while ensuring customer satisfaction and long-term partnership.

Sales experience into Retail spaces will be highly regarded

Role Description/Responsibilities:

1. Account Management:

- Develop and execute strategies to achieve sales targets and company objectives
- Build strong and lasting relationships with key stakeholders, decision-makers, and influencers within the accounts.
- Understand the clients' needs, goals, and challenges to provide tailored solutions and services.

2. Business Development:

- Identify and pursue new relationship opportunities within the toy and education industry
- Prospect and secure new account partnerships, negotiating terms, contracts, and pricing agreements.

3. Strategic Planning:

- Collaborate with internal teams, such as marketing and operations, to align strategies and ensure the delivery of value to our customers.

- Create and implement strategic account plans that outline goals, initiatives, and timelines for account growth.

4. Customer Satisfaction:

- Serve as the primary point of contact for our existing and new customers, addressing inquiries, concerns, and providing exceptional customer service.
- Ensure that the customer's needs are met and expectations are exceeded. Connetix culture is to always do the right thing, therefore working as a business we continue to serve our customers and have their best interests at heart.

5. Travel and Relationship Building:

- Travel to meet with clients on a regular basis, building face-to-face relationships and understanding their operations on a deeper level.
- Attend industry trade fairs and exhibitions promoting Connetix

Competencies:

- Experience within B2B sales preferably in the toy or education industry
- Strong negotiation skills and ability to influence decision-making at various levels.
- Exceptional communication and presentation skills.
- Analytical mindset with the ability to translate data into actionable insights.
- Self-motivated, results-driven, and adaptable to a fast-paced environment.
- Willingness to travel as needed.

This role is a work from home position and will be based out of NSW (or Victoria). Some domestic travel is required

Please send your application to saarah.colclough@connetixtiles.com