

# Sales Representative

8/2/19

- **Develop a career in Sales with a company that has a reputation for being the market leader within the automotive aftermarket industry**
- **Based in Clayton / Springvale**
- **Full time position with an immediate start**

## About Burson Auto Parts

Burson Auto Parts has been a market leader within the automotive aftermarket industry for over 40 years, and continues to grow beyond its 175+ National store network with 1,700 employees and revenue of over \$500m per annum. Burson's success is attributable to the company's focus on outstanding customer service, extensive product range, innovation and its knowledgeable people. As Australia's largest parts supplier to the trade, Burson focus on providing a comprehensive range of trusted brands, up to date parts offerings and fulfilling strong customer relationships.

## About the role

This is a full time, permanent position with an immediate start. We are looking for applicants who have demonstrated experience in sales, have excellent communication skills, being a team player and well presented. You will directly report to the Store Manager as well as work closely with our customers, suppliers and other Burson Team members.

## Responsibilities

- Sales of Workshop consumables, Tools and Equipment
- Customer Territory Growth and relationship management
- Networking
- Understanding sales budgets and their fit within store operations
- Implement and adhere to all company policies and procedures
- Achieve budgets for sales

## Skills and Experience

- Experience in Automotive Aftermarket Sales
- Excellent communication skills
- Work well in a busy Team environment
- Exceptional customer service skills
- Well presented
- Automotive parts sales, mechanical or workshop equipment experience would be an advantage

## Benefits

- Competitive base salary
- Growth incentives
- Use of company car and mobile phone
- Excellent opportunities for ongoing skill development and career advancement in a store network which spans over 175 stores nationally
- Work with great people

Here at Burson we like to reward hard workers, so when we say there is opportunity for growth we mean it!



**How to apply**

For a private and confidential interview, please contact  
Regional Manager – Mario Baric  
[mariob@burson.com.au](mailto:mariob@burson.com.au) or 0412 974 975  
Applications Close Friday 22<sup>nd</sup> February