

Key Account Manager

We're on the lookout for an experienced professional with a drive for success and outstanding customer service skills, to oversee our key accounts.

This is an opportunity for someone passionate about building lasting relationships and putting your customers first. Your drive and enthusiasm will see you take ownership of our enterprise portfolio to grow existing accounts and capitalise on new opportunities.

About us

Ashburton Aboriginal Corporation (AAC) is a not-for-profit Aboriginal organisation. Our mission is to establish and maintain an environment that benefits people through the creation of culturally appropriate employment and enterprise opportunities, and the provision of education and training services throughout the Pilbara. We lift people up, supporting them in employment, independence and improved wellbeing. It's exciting, challenging, inclusive and rewarding. Together we aspire to enable better lives for our own people and the people we serve. Our footprint extends across much of the vast Pilbara region, and we have been successfully supporting the development of opportunities for Aboriginal people in the region for many years.

About the role

Perth based, Kewdale Office

This is a full time opportunity for a Key Account Manager to join our team at Ashburton Aboriginal Corporation. You will be responsible for the servicing of key accounts and driving the sales and promotion of our enterprises, Yurrama Water and Ashoil.

Key responsibilities of the role include:

- Pursue new business opportunities while strengthening and expanding relationships with existing customers.
- Deliver sales presentations to clients and support marketing and promotions for key accounts.
- Serve as the link of communication between key customers and AAC
- Track and analyse account performance, providing regular reports on sales trends and key metrics to inform strategy.

About you

- Align with the mission, purpose and values of AAC
- Proven track record in account management, adept at cultivating existing customer relationships and identifying new business opportunities
- Ability to build strong long-lasting relationships with management level and develop trust with key account holders.
- Exceptional attention to detail and ability to prioritise duties
- Outstanding communication and presentation skills
- Current driver's license
- Able to provide a National Criminal History Check upon commencement

We encourage Aboriginal and Torres Strait Islanders to apply for this role.

To submit an application or further information email hr@ashburton.net.au