



Specification Managers – Retail Fit Out Specialists

WA x 1 - South Perth Base

SA x 1 Maylands Base

As a market leader in the area of commercial and residential flooring Tarkett attracts and selects team members who are the best in their field. They are experienced, efficient, effective, and customer service driven. With a focus on training, and a team approach, a position at Tarkett is more than just a job.

Currently, an opportunity exists for two Specification Managers with strong retail fit out experience to join our valued WA and SA Sales Team.

To be successful in this role you will have:

- knowledge and understanding of the retail fit out marketplace including best 'route to market';
- demonstrated experience in dealing with the Architect & Design community;
- an understanding of colour and design concepts;
- a passion for sales and an understanding of the selling process;
- the ability to identify existing and innovative sales opportunities within the defined segments;
- demonstrated experience with regard to contributing to sales growth via sourcing of new business opportunities and clients;
- experience with product ranging and pricing;
- experience in managing key contractors;
- experience in developing and maintaining a customer call cycle;
- demonstrated ability to maintain and build strong client relationships;
- excellent interpersonal and dispute resolution skills as well as professional communication skills both written and verbal;
- excellent time management skills; and
- embrace a team approach, but take individual responsibility.

This position offers you:

- the opportunity to be part of a professional, progressive, focused and growing organisation;
- a place in a Sales Team that is skilled and team focused;
- career support and potential opportunities both nationally and internationally;
- continuing professional development through internal/external training opportunities;
- a competitive salary commensurate with experience;
- challenge and job satisfaction; and
- a supportive, cohesive and innovative culture.

If you are an individual with high energy levels, focus and determination, possess a willingness to embrace change and evolution, and see one of these roles as your next opportunity please email your resume, including information on how you meet the criteria for this position to apply@tarkett.com or fax to the attention our HR Manager at 02 9899 2314.

For further information on Tarkett, please visit our website at www.tarkett.com.au

All discussions and emails will be treated as highly confidential to protect your privacy.