

Job Title: Business Solutions Specialist

Location: Port Macquarie, NSW

Office Address: 7-8/15 Short Street, Port Macquarie

Employment Type: Full-Time, Monday - Friday

Company Overview:

FXBC Mid North Coast is a leading provider of innovative business technology solutions, specialising in photocopiers, phone systems, advertising screens, Interactive screens, and office automation. We are committed to helping businesses optimise their operations and are looking for a dynamic and driven Business Solutions Specialist to join our team.

Job Summary:

The Business Solutions Specialist will be responsible for identifying, developing, and implementing technology-driven solutions that meet the needs of our clients. The role involves managing client relationships, conducting needs assessments, and presenting tailored solutions that drive efficiency and productivity for businesses.

Key Responsibilities:

- Identify and target potential business clients within the Mid North Coast region.
- Conduct comprehensive needs assessments to understand client requirements.
- Develop and present customised solutions, including photocopiers, phone systems, and related office technologies.
- Maintain strong, long-term relationships with new and existing clients.
- Collaborate with internal teams to ensure seamless product delivery and installation.
- Meet and exceed sales targets and KPIs.
- Stay up to date with industry trends and new technology offerings to provide the best solutions to clients.
- Provide post-sales support to ensure client satisfaction and ongoing relationship development.

Key Skills and Qualifications:

- Proven experience in business solutions sales or a related field.
- Strong knowledge of photocopiers, phone systems, or office automation technology is preferred.
- Excellent communication and interpersonal skills.
- Strong problem-solving and negotiation abilities.
- Ability to work independently and as part of a team.
- High level of professionalism and customer service focus.
- Valid driver's licence and reliable transport for client visits.

What We Offer:

- Competitive salary and commission structure.
- Opportunities to work in a supportive and motivated team environment
- Company car, phone and laptop provided
- Work-life balance with Monday to Friday hours.

How to Apply:

Please submit your resume and cover letter to david@fxbc.com.au. Applications close at 5:00 pm on Friday, 11th October 2024.