



Sales Support/General Management Trainee

HVAC Industry

The Company

Polyaire Pty Ltd is one of the largest Air Conditioning component manufacturers and distributors in Australia , with factories in Australia , Malaysia and China and 12 branches around Australia as well as significant export sales . Polyaire’s UK Office has shown strong growth over the last 4 years and this will continue. Polyaire UK is strongly backed by Polyaire Australia’s management expertise and logistic support .

Polyaire UK is currently based in Wellingborough Northants but will shortly move to bigger premises in Kettering Northants

Role

This role is initially one of learning and support. The purpose is for the incumbent to learn the business in all its aspects to allow a gradual takeover of the General Management/ leadership of the UK team and business under the tutelage of the present GM. We are looking for a candidate who can demonstrate a “Whole of Business” background or strong development and skills likely to point in this direction

This will require

- Learn all aspects of the warehouse /stock control (Warehouse management /packing orders/unloading containers)
- Business Administration skills(Stock ordering & Control ,Financial control)
- Visiting new and existing clients/ finding new markets (Business Development/Sales negotiation/cold calling/ expos)
- Expanding the Polyaire name across UK/Europe (Marketing)
- Liaising with Agents network where applicable (Business Development)

The likely candidate will be able to demonstrate

- Solid success in Sales/Business development
- Some experience in HVAC (not entirely necessary if other aspects are fulfilled)
- A willingness to succeed /good self motivation
- Strong people /communication/presentation skills

- Good computer skills/knowledge of computer based business systems
- Good problem solving skills
- Some engineering experience or knowledge
- Flexibility in work hours
- Good driving record
- Reasonable standard of formal education

Points of appeal to the candidate

- Global company with security
- Clear career path
- Training
- Good conditions
- Company growth
- Competitive salary /laptop/ phone etc

Please apply by following the link below to Expr3ss and filling out all the info

www.expr3ss.com/?cc=polyaire&j=30&ppt=bdb6603b

www.polyaire.co.uk