



Architectural Sales Role Auckland

Opportunity for someone special

NALCO is a designer, manufacturer and exporter of aluminium extrusions and is a leading supplier of Aluminium building products and systems to the NZ building industry.

As NALCO's Architectural Sales Representative, you will be responsible for the promotion of NALCO's residential product range of Aluminium Joinery to Architects and Specifiers for the benefit of NALCO, Bradnams and Nulook business units.

This role is exciting, challenging and rewarding. This role offers the candidate an opportunity to

Key Responsibilities:

- Cultivate architect relationships via interaction at all levels
- Develop and present a range of presentations to architects and designers
- Promote and secure specification for the NALCO building products range of products.
- Communicate effectively all successes and competitive activity.
- Project Manage all specifications won to completion

We require:

- A bright Architectural Sales person with a desire to grow and develop their skills representing an innovate company and it's product.
- An enthusiastic presenter, and computer literate operator.
- Someone who can report on progress and successes.

You need to have:

- The ability to work autonomously, and be organised and motivated, with strong attention to detail.
- A technically minded sales person who is prepared to get in and understand detail in order to assist Architects with specification.
- The ability to present technical ideas clearly and be able to demonstrate a strong residential building industry affinity is essential.
- A desire to be a key part of an important

This is an Auckland based position however out of town travel will be required up to a maximum of 1 week month.

Reporting to the Marketing Manager, you will be provided with support, training, and the tools to be out there building the Brand.

Applications should be in writing to the NALCO Human Resources Administrator, HR.administrator@nalco.co.nz