

Architectural Representative – Aluminium Cladding

The Company

Architectural Glass and Cladding are a supplier of bespoke and high performance glass products, sunshade and daylighting solutions as well as innovative specialty glass façade products. We are also a market leader in composite aluminium facades here in Australia. We have extensive knowledge and respect within the industry which has led to the company being appointed as the exclusive Australasian distributors for a selection of premium brands. Our company has been around for over 10 years, but the director has over 20 years' experience in the façade industry and has access to products from local and international suppliers. We are a small business in terms of employees but our knowledgeable team is the first point of contact for Façade Consultants, Engineers, Architects and Designers when they require a solution, not just a product. By maintaining close working relationships within the industry, we have kept up with the changing market requirements to constantly provide high quality, value-for-money solutions. We can provide optimal solutions to building owners, by supplying products with unique aesthetic qualities, thermal and energy efficient values, insulation against noise as well as a broad range of other sustainable products.

The Role

We are in an organic growth phase at the moment and have just launched a market leading product so we are seeking a new Architectural Representative to represent our range of high quality products to architects, consultants, specifiers, fabricators, and building companies in the NSW and QLD markets. The right candidate will also be expected to participate in industry groups and bodies to help represent the benefits of using our well-recognised and award winning product range that can be found in a variety of different commercial sectors such as commercial, multi-residential, educational, government and healthcare. Reporting to the Sales & Marketing Manager the diversity of this role will offer the opportunity to sell on a technical and commercial level depending on the application of the project.

The Candidate

You will be an accomplished specifier & practical sales professional who has a good understanding of the architectural and construction industries. You will also preferably possess knowledge of industry groups and government procurement innerworkings. You will be someone who wants to work as part of an energetic team, but who can and enjoys to work quite autonomously (with excellent self-management skills) and looking to grow with the business over the next few years. You will be a comfortable presenter and natural rapport builder with all demographics within the construction industry and will be looking to work for a company with strong brands and products that you can be really proud of. You will play the long game with your customers and understand the importance of established and committed relationships while also being willing to travel.

The Offer

Product training can be provided as well as a generous package including negotiable salary (dependant on experience) + car allowance + super + bonus

For more information visit www.agcproducts.com.au

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