



B2B National Manager – United Auctions Australia

The United Auctions Australia team is a collaborative partnership between three large auction houses. Our aim is to become Australia's third major consignment auction player, specialising in motor vehicles, trucks, commercial equipment and plant.

The role of B2B National Manager has been created to drive United Auctions Australia's national strength to the forefront of the asset disposal industry, providing vital services to clients Australia-wide, top to bottom and coast to coast.

Reporting to the Principals, the successful candidate will build the national business development team from scratch, is a natural leader with a high level of business acumen, skilled in the process of constructing and preparing tender proposals and responses and is a highly experienced contract negotiator.

Demonstrated experience in dealing with client organisations across a wide range of industry categories including multi-nationals, corporations, government both state and commonwealth is essential. The successful applicant will be required to source and create accounts for all sites. It is envisaged with growth we will require expansion into the Sydney market, therefore the creation of a Sydney operation will be needed.

Interstate travel will be required, and this role may suit a person currently living in cities and regions including Brisbane, Newcastle, Sydney or Melbourne.

The B2B National Manager role is newly created senior position within the company, providing opportunity for growth in our expanding business, with large growth targets for 2014 expected. A highly competitive salary package and benefits will be negotiated.

If you're seeking a role with real opportunity to contribute to drive real growth in a national business, send a current resume to the General Manager at mkennedy@apeagers.com.au or call 07 3260 2722.

All applications will be treated in the strictest confidence.