

## Job Advertisement

We are looking for an **Account Manager** to join our team in Lae, Morobe Province.

Reporting to the Branch Manager, the Account Manager is responsible for achieving and exceeding service and profit targets through maintaining profitable and sustainable customer relationships for the business, whilst also providing high quality service advice with the aim to achieve customer satisfaction on all equipment sold by **FX Business Centre**.

This job offers a competitive remuneration and benefits for the ideal candidate.

### Roles and responsibilities include but not limited to:

- Provide timely factual reports to the Branch Manager and National Sales Manager/Chief Operating Officer as and when required.
- Confidently present industry knowledge and convey understanding and professionalism to prospective customers.
- Establish & monitor specific targets for general sales activities, new business & cross-sell opportunities.
- Maintain necessary contact with major key customers and industry associations to achieve the objectives of the sales division.
- Develop new business opportunities and attend to key accounts personally to ensure product and distribution arrangements meet client requirements.
- Participate in developing marketing plans for the business and recommend modifications to marketing strategies considering local market trends.
- Ensure accurate forecasting in sales and stock and achieve set monthly sales targets and KPI's.

### Key requirements, qualifications and skills for the role:

- Certificate or Diploma in Sales & Marketing, Business/Commerce.
- 5+ years' experience in a sales role within a similar industry.
- Experience of participating in teams in designing major service initiatives.
- Understanding of cultural diversity and project delivery through a multicultural team.
- Ability to work under pressure to meet deadlines.
- Have a clean record from past employment.
- Be mobile and flexible to cater for business needs.
- Must have a current valid PNG Driver's License

The Remington Group is Papua New Guinea's leading business solutions, print technology, and service-led organisation. Since 1948, we have developed an expansive portfolio of businesses. Our national footprint stretches out of Port Moresby into Lae, Madang, Kokopo, Wewak, Goroka and Mt Hagen, unlike any of our competitors. We continue to offer 'best in



class' service in PNG, supported by our specialized and highly trained technical, logistics and administration teams.

### **How to Apply**

Please provide to us a resume, referees from your former employers, a valid police clearance certificate and a cover letter addressing the above key criteria and your motivation to pursue an opportunity that may lead to a rewarding career. Applications can be addressed to:

The HR Business Partner  
Remington Group  
PO Box 101  
Port Moresby  
National Capital District

We encourage emailed applications to be sent to [hr@remington.com.pg](mailto:hr@remington.com.pg) with the position you are applying for and your official name as the subject. *E.g. Account Manager Application - June Dirky*

Applications close on **31 January, 2025**. Due to the overwhelming number of applications, only shortlisted applicants will be contacted for an interview. If you do not hear from us, consider your application to be unsuccessful.

The Remington Group has a non-ageist policy and we are an equal opportunity employer.