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Creating safe, healthy + productive workplaces

## Key Account Manager

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JTA Health, Safety + Noise Specialists is a leading, independent OHS/WHS consultancy that has been using best practice strategies to provide clients with timely, effective and cost efficient solutions since 1988.

Our team is recognised for being highly motivated and hardworking and our company is built on energy, passion, knowledge and professionalism – we want like-minded people to join us.

JTA have created a friendly environment that provides ongoing training and support to its employees. If you're enthusiastic, energetic and ready to stand out in a dynamic and fun sales environment you could be our perfect match.

### The Role:

Due to a recent restructure, there exists an opportunity for a results driven and Key Account Manager to identify and develop long term business relationships with large and medium sized companies on a national level.

The successful candidate will work effectively with all stakeholders, developing and promoting customised solutions. Experience and knowledge of the OHS&E market will be highly regarded.

### Responsibilities & duties of this role include:

- You will be responsible for maintaining and generating new business by developing and building relationships with both new and existing clients
- Identifying and developing new business opportunities nationally
- Working closely with our internal stakeholders to develop solutions for clients
- Reporting, budgeting and planning for growth

### Skills Required:

- Track record of 3+ years high sales achievement is highly desirable
- Strong customer focus including ability to develop and manage client relationships
- Hands-on experience with proposal creation and leading proposal presentations or meetings
- Excellent communication and organisational skills
- Be a highly driven and self-motivated individual with a proven track record in closing sales within a strategic business environment
- Be hungry for new business and have the ability to manage key accounts and build strong business relationships
- Experience and knowledge of the OHS&E market will be highly regarded but not essential.
- Outside the box thinking

If you believe you are the person we're looking for and want to join a team of like-minded individuals, please email your resume to: [careers@jta.com.au](mailto:careers@jta.com.au)

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