



SALES ASSOCIATE

About Bureau Booths

We were born out of years of frustration in the commercial workplace seeking last-minute meeting rooms, searching for an office to take a confidential call, or simply looking for a quiet zone to focus on that important presentation. This led to a group of business consultants, architects, and industrial designers to collaborate with one of the world's leading acoustics manufacturers with the aim to create stylish, architecturally designed spaces for the modern office that were versatile, ergonomic and soundproof.

About MilkBar

We are a startup investment incubator with a portfolio of 7 innovative brands (including Bureau Booths) looking to shake up the market. We focus on boring, tired and untapped industries with huge opportunity to improve the customer experience. We are entrepreneurs at heart with extensive experience creating and rapidly scaling start-ups. We have successfully grown ideas from scratch to large, globally dominant businesses and can help you do the same.

Where And How You Can Work

Our HQ is in Adelaide, and we have offices in Melbourne and Sydney. We value having the team together but will work out a viable solution for everyone in the team. We also have regular all hands days in Adelaide.

What You'd Be Doing In This Role

At Bureau Booths, change continues to be part of our DNA. But we like to think that's all part of the fun. So, this will give you the flavour of the type of things you'll be working on when you start, but this will likely evolve.

The Role

We're looking for a talented sales associate to join Bureau Booths! We are a small team; you will need to think like an owner and work across multiple teams in rallying towards our ambitious growth goals. You'll thrive in a fast-paced environment, you're confident in making data-driven decisions and driving alignment between key stakeholders. In this role you will work collaboratively within a team who manage the day-to-day sales both physically and online. One of the key responsibilities include developing and nurturing relationships with our new and old clients.

What You'll Do

- Continually connect with clients and industry partners to ensure our solutions remain relevant and desirable in a changing market.
- Act as an advocate for customers, influencing workplace decision, and supporting solutions for their business.
- Be accountable for driving sales across designated Bureau customer groups and achievement of sales goals.
- Take accountability for team goals and informally support and mentor peers.
- Drive the following outcomes to strengthen and grow the customer relationship:
 - Sales revenue and sales growth.
 - Revenue growth by segment



- Maintaining the customer relationship through nurturing current accounts and identifying prospects for further solutions.
- Successfully defining customer needs, delivering Bureau solutions-based proposals and managing objections and concerns.
- Closing sales opportunities with accurate documentation.

What We're Looking For

- 2-3 years of experience in a sales role with a proven track record.
- A strong desire to create a successful career in sales.
- Technical aptitude and ability to learn new business and technical concepts quickly.
- Competitive nature, but also a collaborative team player.
- Strong presentation skills, both in person and via virtual channels.
- Customer Service background a plus.
- Face to face sales experience preferred.
- Ability to manage multiple ongoing client and meet the highest customer expectations.

Other Stuff To Know

We make hiring decisions based on experience, skills and passion, as well as how you can enhance Bureau Booths and our culture.