

Position Description

POSITION	National Account Manager
REMUNERATION	Negotiated
LOCATION	Remote-based (access to a domestic airport)
HOURS	Full time – 38 Hours
SUPERVISOR	General Manager

Purpose

The National Account Manager operates at a senior level within Alliance Safety Equipment. This newly created role is dedicated to managing and growing one of ASE's key supplier partnerships on a national scale.

The role is responsible for driving business growth, building and leading a team to support the supplier's national footprint, and embedding innovation in safety solutions. This position will play a pivotal role in shaping future supplier partnerships and contributing to ASE's long-term strategic direction.

Key Outcomes

- Increase company capacity and capabilities
- Contribute to development and implementation of Strategic Management practices (including - business and strategic plans)
- Strengthened and expanded relationship with ASE's key supplier
- Development and execution of national growth strategies
- Successful establishment and leadership of a dedicated supplier support team
- Increased sales, revenue and market presence across the national footprint
- Identification and delivery of innovation opportunities in the safety market
- Contribution to ASE's overall business and strategic planning
- Strong alignment between supplier objectives and ASE's strategic goal

Key Relationships

WITHIN THE COMPANY	EXTERNAL TO THE COMPANY
Director	Suppliers & Manufacturers
General Manager	Customers
Regional Branch Manager	Company Partners
All staff	

Key Accountabilities

Leadership & Strategy	<ul style="list-style-type: none"> • Work with General Manager and management in strategic analysis • Develop and implement national strategies to grow ASE's partnership with a key supplier • When required, build, mentor and lead a team to support the supplier's national footprint • Align supplier-focused strategies with ASE's strategic direction and business plans • Provide regular reporting on performance, growth and opportunities • Participate in annual budget preparation for the company.
Supplier Relationship Management	<ul style="list-style-type: none"> • Manage and expand ASE's relationship with the designated key supplier • Represent ASE in supplier negotiations, contracts and partnership initiative • Drive collaboration and innovation opportunities on a national scale
Business Development Relationship & Management	<ul style="list-style-type: none"> • Identify and pursue opportunities for business growth and new market entry • Build strong customer relationships across national accounts • Represent ASE at relevant networking events, conferences and industry forums
Operational Delivery	<ul style="list-style-type: none"> • Ensure delivery of exceptional customer outcomes in alignment with supplier expectations • Monitor industry trends, risks and opportunities and report to leadership team • Work with internal teams to ensure national strategy execution and customer satisfaction
Governance & Compliance	<ul style="list-style-type: none"> • Ensure all activities are conducted in compliance with ASE policies and procedures • Contribute to health, safety and quality obligations across the business.
Contribute to the Wider Company	<ul style="list-style-type: none"> • Always maintain professional standards of the highest level and contribute to enhancing the quality of service and products provided by the wider Alliance Safety Equipment team. • Contribute actively to the continuous improvement of the company's services, systems and resources with a particular focus on service delivery. • Participate, contribute and organise company initiatives and events. • Support the goals of the company and the management team. • Actively engage in performance reviews and development opportunities. • Undertake any reporting requirements, as requested, in a timely and professional manner. • Work cohesively with other team members, referring work to colleagues as appropriate.

des

Delegated Responsibilities & Authorities

Financial and other delegations assigned by the General Manager will be exercised appropriately and within defined parameters.

Skills, Knowledge, Experience, Qualifications and/or Training

- Tertiary qualification or extensive experience in relevant discipline
- Human Resource Management experience preferable
- Demonstrated highly developed engagement skills to communicate at both individual and large group levels and to be able to publicly represent Alliance Safety Equipment
- Proven track record of developing and maintaining relationships across a broad range of professional and business sectors at a senior level
- Highly motivated, achievement orientated and innovative professional
- Broad management experience including financial literacy, people leadership and management, and performance monitoring and management

Mandatory requirements

- Commitment to the values, objectives and long-term goals of Alliance Safety Equipment
- Must hold a current Drivers licence
- Must be willing to travel domestically on a regular basis