



creating better environments

The Flooring Systems division offers a broad and attractive range of environmentally friendly natural linoleum, high-quality vinyl floors, entrance matting systems for cleaning and drying shoes, carpet tiles, needle felt, and Flotex, the washable high-tech textile flooring. Thanks to their excellent technical properties and attractive design, these flooring products are invariably the first choice for public buildings, department stores, hospitals, and other healthcare facilities, schools, libraries, commercial and office spaces, leisure centers, shops, hotels, restaurants, and cafeterias as well as for applications in the residential market. With a market share of about 70 percent, Forbo is the world leader in linoleum.

Flooring Systems also provides ready-made adhesives for floor covering installations, parquet flooring, and ceramic tiles, leveling compounds for the construction industry as well as liquid floors under the trade name Eurocol.

Architectural Sales Consultant – South Australia & Northern Territory

Service the architectural and design community in a sales-orientated role. Provide product sampling, product knowledge and when requested technical information. The position is based in Adelaide.

Key responsibilities for the position include:

- Maintaining contact with architects, interior designers, facility managers, end users and flooring contractors within your territory
- Providing product knowledge to architects, interior designers, builders, facility managers, end users and flooring contractors
- Providing sampling to architects, interior designers, builders, facility managers, end users and flooring contractors
- Providing technical data and information to architects, interior designers, building certifiers, builders, facility managers, end users and flooring contractors
- Achieving sales budgets (monthly/quarterly/yearly) & annual KPI's
- Reporting to the State Sales Manager (SA/NT)

The ideal candidate will have the following abilities:

- Previous experience in servicing the architectural & interior design community
- The ability to learn about the Forbo range of products
- The ability to share and pass on up-to-date information to architects, interior designers, flooring contractors, builders and end users
- Good organisational skills and be a disciplined self-starter
- Good written and spoken communication skills
- A caring and service orientated client focused attitude
- Good computer skills including a knowledge of the Microsoft Suite of programs (Outlook, Word, Powerpoint, Excel, Teams etc)
- Hold a current Drivers Licence
- Be able to work collaboratively in a small team environment
- Be prepared to be flexible with working hours when required to attend site meetings
- Be prepared to do regional travel staying away from Adelaide for up to 5 days at a time. The SA team covers all of South Australia, Northern Territory, Broken Hill & the Mildura region.