



ABN:
TEL:
EMAIL:
WEB:
POST:

78 003 191 099
+61 2 4962 3511
sales@lustyindustries.com
www.lustyindustries.com
PO BOX 89, Wickham NSW,
2293 Australia

Territory Account Manager - Bicycle – Motorcycle Southern NSW / ACT

Company: Lusty Industries Pty Ltd

Location: Southern NSW & ACT

Type: Retail Assistants (Retail & Consumer Products)

Hours: Full time | Immediate Start Preferred

Includes: Fully Maintained Company Vehicle + Phone + PC Tablet + Bonuses

Got a Passion for anything 2 Wheels?

- Love stoking people out on the daily?
- Consider yourself a reliable legend who can GSD (Get S\$%t Done)?
- Pumped to see world class products out on trails and tracks?
- Looking to kickstart a long-term career in a thriving industry?

If this sounds like you, Lusty Industries might just be your dream job.

Why Work With Us?

- Nationally recognised brand distributing premium cycling and moto products
- Newcastle based HQ, but this role services the Southern NSW & ACT territory
- Work with market leading products loved by pros and weekend warriors alike
- Be part of a fun, fast paced, supportive team culture
- Generous staff discounts, product allowance, and bonuses
- Fully maintained company vehicle, phone, PC Tablet provided
- Contribute to a growing business with national reach and strong dealer relationships

About Lusty Industries

Lusty Industries Pty Ltd is a fast growing, Australian owned distribution company, delivering premium global brands to the nation's thriving bicycle and motorcycle retail markets. With a robust network of over 2000 retailers nationwide, we are proud to supply some of the most desired and trusted names in action sports, if you have seen a mountain bike or off-road motorcycle in Australia, chances are it is carrying a product we distribute.

Founded on a commitment to excellence, innovation, and service, Lusty Industries has become a go-to name in the action sports industry. Our success is driven by our dedication to our retail partners, the strength of our brand portfolio, and a team that lives and breathes the culture we serve.

Our Mission

To deliver world class products and unmatched support to Australia's moto and bike retailers through cutting edge technology, passion and an unbeatable team culture.

What Sets Us Apart

- **Premium Brands:** We represent and distribute the world's top tier brands in moto and cycling, products trusted by professionals and enthusiasts alike.
- **Dealer First Focus:** Our national network of retailers forms the heart of our business. We support them with industry leading tools, fast delivery, and reliable service.
- **Driven Team:** We value passion, motivation, and determination. Our people are empowered, collaborative, and focused on making things happen.
- **Technology & Innovation:** From logistics to customer service, our systems are designed to scale with our partners and support their growth.

Our Culture

At Lusty Industries, we believe in rolling up our sleeves and getting things done. We are passionate about the industries we serve and are proud to play a part in Australia's thriving action sports community. Our team is made up of motivated individuals who support each other, celebrate wins, and are always pushing for what is next.

See us here

www.lustyindustries.com

[@wearelusty](#)



ABN: 78 003 191 099
TEL: +61 2 4962 3511
EMAIL: sales@lustyindustries.com
WEB: www.lustyindustries.com
POST: PO BOX 89, Wickham NSW,
2293 Australia

About the Role

As one of our new **Territory Manger**, you will be the **face of Lusty Industries** across Southern NSW and the ACT, building dealer relationships, delivering product knowledge, and driving sales. You will spend most of your time out on the road, visiting retail stores, developing partnerships, and stoking out dealers on the latest and greatest.

Key Responsibilities

- Manage a face-to-face sales cycle across the Southern NSW & ACT region
- Build and execute a territory call cycle with consistency and professionalism
- Deliver product training to retail staff and promote key ranges
- Provide dealers with updates on specials, pricing, launches, and catalogues
- Identify new business opportunities and build long-term relationships
- Attend events and trade shows as a brand ambassador
- Use B2B tools and reporting software to support dealers
- Embrace technology to streamline tasks and communication
- Manage your own travel and schedule effectively, with support from HQ

What You Bring to the Table

- 3–5 years of retail or territory sales experience (bike/moto industry a bonus)
- Proven ability to work autonomously and manage a territory
- Reliable, self-motivated, well organised, and outcomes focused
- Outstanding interpersonal and relationship building skills
- Confident with Microsoft Office and digital sales platforms
- Willingness to travel up to 5 days per week and be away up to 8 nights/month
- Passion for mountain biking or moto riding is a plus (but not essential)
- A team player who can also GSD on their own

Perks & Benefits

- Competitive salary based on experience
- Career growth in a booming industry
- Generous staff discounts & product allowance
- Superannuation in line with national standards
- Fully maintained company vehicle
- Company phone, PC tablet
- Bonus structure for performance
- Supportive, passionate team culture
- Opportunity to travel and represent the brand at events
- Be surrounded by epic products and passionate people

Ready to Join the Crew?

If you are passionate, driven, ready to take the next step in your career join a company that lives and breathes action sports, we want to hear from you. **Immediate start preferred.**

Lusty Industries is an equal opportunity employer.

Employment agencies and recruiters please refrain from contacting, thanks, we have got this covered.

Apply now **with your resume and a short cover letter telling us why you are the right fit:**
hr@lustyindustries.com