



BECOME A SBA DEALER

INFORMATION PACK



ABOUT US

Steel Buildings Australia is a fully Australian-owned and operated company. We pride ourselves on using quality BlueScope steel products and manufacturing locally across all states. It's a good feeling providing great Aussie made sheds using great Aussie products. What our customers spend here, stays here! All our kits are pre-engineered and custom-designed to suit the residential, rural and industrial sectors.

Steel Buildings Australia is part of the Steelx Group who specialise in the design and supply of pre-engineered steel building kits. The Group has been in operation since 2000 and has gone from strength to strength.

The Steelx Group has sold over 40,000 steel building kits and holds a large percentage of the market share in Australia. We choose to invest our money into research and development, rather than on bricks and mortar, so whilst you may not necessarily see our branches located on every street, you can be rest assured our premium products are of the highest quality.

HELP YOUR EXISTING & NEW CUSTOMERS SOLVE THEIR STORAGE NEEDS!

READY TO GROW YOUR BUSINESS?

If you are looking to expand your product offering by quoting and selling steel sheds and steel kit homes, becoming an authorised Steel Buildings Australia Dealer may be the perfect opportunity.

We are looking for people who are:

- ▲ *Financially secure*
- ▲ *Experienced with established businesses (licensed builders and construction companies are preferred)*
- ▲ *Established members of the local community*
- ▲ *Wanting to quote and take care of the sales process but not with a retail/shop presence*
- ▲ *Wanting to retain their own brand and business name*

Our authorised dealers take care of quoting, designing and selling steel sheds and steel kit homes to their customer base. With full access to our quoting and CRM system, it really is easy to service local steel building clients in your area.



HOW IT WORKS!

Acting as an authorised dealer for Steel Buildings Australia is simple. All you have to do is quote for your customer using our software and design and sell them their desired building. There is no need for you to worry about ordering, posting plans to clients or deliveries or customer service after the sale. We take care of it all on your behalf.



SUPPORT

Steel Buildings Australia is committed to providing our network with the tools and resources to help grow your business. We offer great benefits including:

- ▲ State of the art quoting, pre-engineered design, sales and follow-ups software
- ▲ Continued telephone and email support
- ▲ Signage for your vehicle

WILL IT WORK FOR YOU?

Are you...

- ▲ Looking for a new venture and new source of profit?
- ▲ Financially secure?
- ▲ Been in business for a considerable time and are well known in the local area?
- ▲ Are you willing to take on a sales role?
- ▲ Managing a local business with a proven track record?

If you answered yes to some or all of these, this could be the opportunity for you!

START MAKING MONEY

Acting as an Authorised Dealer, you can receive up to 15% of the purchase price for every building sold. Plus if you are a licenced builder or shed installer aswell, your earning potential is endless.

ADD VALUE TO YOUR BUSINESS, INCREASE PROFITS WITH LITTLE WORK & ATTRACT MORE CLIENTS THROUGH YOUR DOOR!

FAQ'S

Q: What is the total investment and ongoing costs?

A: There is a small initial Agency investment fee to become a Steel Building Australia reseller. There are no ongoing costs, outside of your own local area marketing you wish to do.

Q: Do I need to have a store?

A: No. Steel Buildings Australia is largely a mobile network of agents.

Q: Do I need to have previous experience in the steel building industry?

A: While experience in the steel building industry is not necessary, it is an advantage. We are looking for local building business with a proven track record that relate to our range of products. licenced builders and construction companies with a rural focus may find a strong match with our product offering.

Q: I am definitely interested in joining the Steel Buildings Australia authorised agent network. What do I do next?

A: Contact us today for more information by calling **07 5657 8827** or by emailing newsba@steelx.com.au





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www.steelbuildingsaustralia.com.au

