

Business Development Manager

Hays • All Perth WA



Base pay

\$80,000 - \$90,000



Work type

Full time



Contract type

Permanent

Job details



Date posted

09 Mar 2022



Expired On

20 Jul 2022



Category

Sales



Occupation

New Business Development



Base pay

\$80,000 - \$90,000



Contract type

Permanent



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Full job description

Your new company

Established nationally, our client has been in business for 20+ years and is a technology service provider across industries. Their disruptive model and strong support have pushed the company into a growth phase, which has led to a unique opportunity for a Business Development Manager role.

Your new role

As a Business Development Manager, you will report to the Operations Manager and be responsible for looking after clients based in the WA & NT territory within the mining, ports, and government sectors. You will be client facing, working at the coal face with your clients to help identify innovative solutions to solve their specific problems.

Key responsibilities include:

- Developing growth strategies and plans, by identifying business strengths and customer needs.
- Establish solid relationships with clients at all levels within the organisation and provide an effective account management service to identify, exploit and maximise all sales opportunities.
- Conducting workplace health and safety inspections.
- Trouble shoot product problems and solve technical issues at the customer site.
- Produce creative, timely and effective tender and proposal responses to clients.

What you'll need to succeed

- Have prior experience in environmental or occupational noise
- Or experience other environmental or occupational product sales
- Having the ability to understand clients' needs and requirements
- High level of energy with a can-do proactive attitude
- Excellent organisational and administrative skills
- Excellent communication skills

What you'll get in return

You will be joining a leading technology service provider who puts strong emphasis on training, development, and career progression. Your package includes a base salary of \$80,000 - \$90,000 Company Bonus + Super and full employee benefits.

What you need to do now

If you're interested in this role, click 'apply now' or for more information and confidential discussion contact Varun Bhat at Hays on 0892659127 or Email at varun.bhat@hays.com.au

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