

# Position Description



<b>OPW Title:</b> Business Development Manager		
<b>Date Created:</b> 19/02/18	<b>Location:</b> Tullamarine, Australia	<b>Department:</b> Sales
<b>Reports to:</b> Distribution Manager	<b>Travel Required:</b> Yes	<b>Supervisory Responsibility:</b> No

## Overview:

The Business Development Manager (BDM) sells the entire offering of Liquip product and services into the state of Vic, SA and Tas. Reporting to the Distribution Manager, the BDM closes and implements growth opportunities of moderate complexity within a clearly defined territory. The BDM's most important means of interacting with customers and prospects is through face-to-face meetings. The BDM is responsible for achieving an assigned sales and profit goal.

## Primary

- Manages all existing customers within the sales territory.
- Seeks new customer and business opportunities.
- Leads all aspects of the sales process, while calling upon other sales resources to assist in solution development, proposal delivery, and implementation, as needed or as directed by management.
- Sells all Liquip company products and services to assigned opportunities.
- Refers opportunities for growth in products and services to other company sales resources as appropriate.
- Manages new customers' implementation by directing company implementation resources and by managing customers' expectations and satisfaction with the implementation process.
- Assist other sales and services resources when called upon by the Distribution Manager.

## Qualifications/Requirements:

- Post-secondary education.
- Minimum four years of outside sales experience in an industrial equipment environment.
- Prior track record of achievement in positions with significant accountability.
- Microsoft suite proficiency.
- Oracle knowledge desired, but not essential.

## Desired Characteristics, Competence and Capabilities:

- Excellent written and verbal communication skills.
- Strong sales acumen
- Collaboration - Effectively builds and maintains partnerships with clients, prospects and people at all levels across the company.
- Planning/Organizing - Prioritizes and plans work activities; Uses time efficiently;
- Character - Demonstrates unquestionable integrity in every aspect of work and dealing with others;
- Technical Skills - Assesses own strengths and weaknesses; Pursues training and development opportunities;
- Highly motivated and success driven