



Business Development Manager

- ✚ **Dynamic Converged Communications Provider**
- ✚ **Significant Autonomy & Accountability**
- ✚ **Healthy Executive Package + Bonus**

This leading and reputable UC provider stands out in a crowded Voice, Data, Video and Applications domain based on a clear specialisation in Networking, Enhanced Applications and the transition to converged networks. Nimble enough to tailor solutions to client requirements yet still offering a delivery capability that sees them winning major tenders (or delivering jointly when called upon), our client is responding to surging demand by taking the decision to appoint a first class Business Development Manager to **secure new sales for the business.**

The Business Development Manager is responsible for formulating and executing an achievable sales plan targeting enterprise solutions to medium to large corporates, Australia wide. You will have total accountability for your nominated prospect/customer list and be accountable for lead generation, pipeline and updating the CRM of activities within your portfolio of clients. You will be required to design, scope and present Software/Hardware/Services solutions to "C" level clients and will therefore be able to demonstrate excellent communication skills, exceptional commercial wares and professionalism with every interaction.

As a premium appointment on the org chart, at an exciting time of growth in the ICT arena, you will probably profile as follows:

- ✚ Experience and knowledge of a range of contact centre technologies & applications, including but not limited to, Unified Communications, Voice, Data & Optimisation;
- ✚ Self motivated, driven for success, high attention to detail, persuasive, engaging and able to garner confidence and credibility from customers; and
- ✚ A record of achievement in strategic account selling of enterprise solutions to medium-large corporates, over a sustained period of time.

To apply in strict confidence, please click the button below, attaching a brief resume and covering letter quoting **Ref. No. SOR/86357** or call **Scott Robinson** on 61 3 9909 7555 for further information.