

JOB TITLE	Business Development Manager
ORGANISATION	
LOCATION	Sydney CBD, Inner West & Eastern Suburbs
WORK TYPE	Full Time
CLASSIFICATION	Accounting
OPEN DATE	28 Feb 2020
CLOSING DATE	01 Apr 2020
REQUIRED SKILLS	
ROLE DESCRIPTION	<p>Business Development Manager - Hospitality</p> <p>Our client is one of Australia's largest distributors and manufacturers of professional audio, lighting and staging products, with an impressive portfolio of quality international and local brands.</p> <p>They are seeking an experienced Business Development Manager to be responsible for building commercial relationships with executive stakeholders in the commercial hospitality sector (e.g. hotels, casinos, shopping centres, bars and restaurants).</p> <p><b>Job tasks and responsibilities</b></p> <p>Key duties and responsibilities of the Business Development Manager – Hospitality include (but are not limited to):</p> <ul style="list-style-type: none"><li>· Establish a market strategy and develop a pipeline of potential customers within the hospitality sector.</li><li>· Generating new client relationships through outbound calling, client referrals, client presentations, networking and other sales and marketing strategies.</li><li>· Manage key end-user and national chain relationships in hospitality sector.</li><li>· Develop sales deck and pitch presentations to assist with client relationship development.</li><li>· Attend initial appointments and coordinate relevant team members (product specialists and sales) to attend presentations and demonstrations.</li><li>· Respond to incoming end-user enquiries and coordination of Proposal and Tender responses and requests for information. Skills and experience</li></ul>

**To be considered for this position applicants must meet the essential criteria listed below:**

- Minimum 3 years selling technology solutions and/or products within the hospitality sector.
- Advanced interpersonal skills, coupled with the ability to build and maintain relationships with a range of stakeholders.
- Proven ability to develop and implement clear, proactive sales and marketing strategies.
- Demonstrate analytical and logical thinking.
- Excellent written and verbal communication skills, coupled with proven ability to prepare professional business correspondence.
- Ability to work autonomously as well as in a team environment with a range of stakeholders.
- Drivers Licence (current) – Class C minimum.

It would be an advantage to possess one or more of the following desirable selection criteria.

- Tertiary qualification in business, marketing, communications or related field.
- Knowledge of professional audio, lighting and/or staging products and their applications.

**If you feel that you have the required skills and experience for this role please apply now. For further information call Dean on 8838 0416**