

Follow your nose...

Consulting Services

Hosted Applications

Data

Customised Mapping

Business Development Manager

- » Rare opportunity to work with cutting-edge technology
- » Collaborate with like-minded people committed to innovation and excellence
- » Sydney CBD location

Are you a Business Development Manager looking to make your mark with an industry leader?

We have a rare opportunity for a commercially savvy Business Development Manager to join us as we take our growth to the next level. To work with us you will need to be an expert communicator, with a passion for technology and B2B sales. As well as your dedication for driving new business, key to this role will be your ability to build and maintain relationships with clients to drive advocacy and adoption.

Roles and responsibilities

We've chosen the brightest and most passionate people to join our organisation and are seeking like-minded professionals committed to excellence.

Key areas of responsibility for this role include:

- » Create and implement business development strategies to achieve our business and personal revenue and renewal targets.
- » Actively develop a sales pipeline that will deliver revenue over the short, medium and long term through building relationships at a senior level.
- » Work alongside marketing to create marketing collateral with a focus on lead generation and new business campaigns to drive adoption of our solutions.
- » Provide business and technical advice to clients to maximise their investment in MapData Services' supplied solutions.
- » Represent MapData Services' in the local geospatial and broader community in accordance with the company's brand positioning.
- » Assist in mentoring junior staff and provide guidance to all team members.
- » Contribute to the team and organisation by supporting activities that improve business performance, build capability and drive innovation.
- » Provide pre and post sales input and manage and respond to customer tenders.
- » Maintain sales / client information – completing pipeline analysis and opportunity forecasting and managing the sales process through Salesforce.
- » Help maintain relationships with partners and potential partners strategic to MapData Services' business interests.

Further details can be found in the job description on our website.

Selection criteria

In addition to your genuine passion for technology, you will have excellent written and verbal communication skills and a proven ability to provide exceptional customer service.

- » Demonstrated commitment to continuous learning.
- » Ability to provide leadership in a technical environment.
- » Excellent negotiation and analytical skills regarding contractual, technical and financial issues.
- » Demonstrated ability to deliver work according to budget and time schedules.
- » Excellent communication, interpersonal and presentation skills.
- » Must be a team player.
- » Personality / behaviour aligns with MapData Services' core values.

Qualifications and experience

- » Demonstrated sales competence in software-based information technology environment (i.e. technical account management).
- » Deep understanding of complete sales cycle management, from prospecting to closing; tenacious and persist to identify and close deals.
- » Proven record of ability to negotiate complex businesses in a solution selling context.
- » Proven experience in exceeding set sales targets year on year.
- » Experience within the geospatial industry will be highly regarded.
- » Full Australian work rights (Permanent Resident/Citizen)

How to apply

If you are ready to apply your knowledge and expertise to help shape business systems in an industry-leading organisation, please submit your resume, along with a cover letter (no more than two pages) to careers@mapdataservices.com. If you are interested in this role and require further information or direction with your application, please contact Leandro Casas – Recruitment Lead on 0400 787 808.