



# Business Development Manager

<b>Delivery team:</b>	Sales
<b>Reports to:</b>	Sales Manager
<b>Staff reporting to this position:</b>	Nil
<b>Location:</b>	Sydney
<b>Employment status:</b>	Full-time
<b>Travel requirements:</b>	As appropriate
<b>Position last reviewed:</b>	13 May 2016
<b>Authorised by:</b>	Brett Bundock – Managing Director

## Overview

The Business Development Manager will play a pivotal role in managing and growing established client relationships and identifying new business opportunities to meet defined revenue performance and market growth targets.

### Key success drivers

- » Business results
- » Client service
- » Team contribution
- » Professional practices

### Responsibilities

- » Achieve the Business Unit and personal revenue targets.
- » Actively develop a sales pipeline that will deliver revenue over the short, medium and long term.
- » Identify and develop sales opportunities.
- » Develop and expand existing customer base.
- » Respond to opportunities generated by marketing activities.
- » 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.
- » Help maintain relationships with partners and potential partners strategic to MapData Services' business interests.
- » Assist in mentoring junior staff and provide assistance and guidance to all team members.
- » Contribute to the team and organisation by supporting activities that improve business performance, build capability and drive innovation.
- » Manage and respond to customer tenders.
- » Maintain sales / client information – completing pipeline analysis and opportunity forecasting.
- » Actively participate in sales meetings and planning sessions.

## ***Personal requirements***

### ***Qualifications and experience***

- » A Bachelor's degree qualification.
- » Demonstrated sales competence in software-based information technology environment (i.e. technical account management).
- » Demonstrated experience in, or knowledge of, the geospatial industry would be of benefit.
- » Experience with modern account management and sales process methodologies.

### ***Skills and attributes***

- » 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.

## ***MapData Services' core values***

MapData Services' core values will be an important part of your role and will guide you in your internal and external relationships. These shared values influence: our professional ethics and practices; the way we work and interact with each other; the way we serve our clients; and how we engage our stakeholders.

### ***What we are famous for***

Doing more with maps and data than anyone thought possible.

### ***Our core purpose***

To be the team our clients trust to translate their big ideas into reality.

## ***Our mission***

- » To deliver intuitive business solutions that do more with maps and data than anyone thought possible.
- » To bring our experience, energy and agility to every client challenge.

## ***MapData Services' value proposition is founded on four core pillars:***

1. Impressive credentials, absolute integrity.
2. Totally in tune with our clients.
3. Experienced and enterprising.
4. Creative business solutions.