

Business Development Manager, ANZ

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Company: Epsilon

Location: South Brisbane

Category: other-general

Job Description

We are seeking a highly motivated and experienced SVP of Business Development APJ to lead our sales and growth in APJ. The ideal candidate will be responsible for developing and executing sales strategies to drive revenue growth and profitability. SVP of Business Development APJ will also be responsible for managing and mentoring the team to achieve their targets, and establishing strong relationships with key clients.

Develop and implement sales strategies to drive revenue growth and profitability

Build and manage a high-performing sales team to achieve sales targets

Identify and pursue new business opportunities and develop relationships with key clients

Develop and maintain strong relationships with clients and partners to maximize business opportunities

Collaborate with other departments to ensure a cohesive approach to achieving company goals

Ensure sales pipeline is accurately maintained and forecasted and internal platforms are updated weekly

Monitor market trends, competitors, and industry developments to inform sales strategies

Report to the CEO and provide regular updates on sales performance and progress towards targets

Participate in strategic planning and contribute to the company's overall growth and success

Working in partnership with internal teams to successfully hand over from sales to onboarding team. Making sure process is adhered to.

Develop and execute a strategy designed to build and grow the business

Forecast, lead and deliver sales revenue and profit targets

Lead the development of tactical programs to pursue targeted goals and objectives

Oversee the quality and successful delivery of Retail Media's offerings to new customers

Map client organizations, define key stakeholders and develop outreach plans

Earn trust and work as partner driving growth for your clients

Engage strategically with key clients or targeted client activities

Qualifications

Minimum of 12+ years of industry and sales experience, with at least 4 years in a leadership position

Proven track record of achieving sales targets and driving revenue growth

Excellent communication, negotiation, and interpersonal skills

Demonstrated ability to build and maintain strong relationships with clients and partners

Analytical skills to monitor market trends, competitors, and industry developments

Ability to work in a fast-paced, dynamic environment and manage multiple priorities

Experience with CRM tools and sales automation software

Ability to travel as needed

A sales leader & subject matter expert and proven experience in Retail Media within adtech, martech or similar

Strong senior leadership skills, with extensive experience leading high performing sales and

account management teams

Strong track record of leading, motivating, recruiting, and retaining teams

Demonstrable knowledge of a retail media Ad Stack, online advertising industry, retail ecosystem and industry/market trends

Client-side sales and account strategy experience, across multiple verticals (retail, travel, CPG, finance)

Influential connections and relationships within the retail industry, and with major brands & retailers

Expert knowledge of advertising agencies, both on a holding company and operating agency level

Deep understanding of audience targeting and programmatic buying including the underlying implementation to successfully support the spectrum of technical requirements across the client life-cycle.

Experience building go to market strategy and executing with multi-product adtech or martech B2B companies

The ability to collaborate effectively with product teams to develop and launch products including supporting POC, Alpha, Beta and Rollout programs

A strong technical aptitude with the ability to rapidly learn new technologies and take advantage of new concepts

Ability to work closely with product marketing and deliver best in class sales enablement materials

Experience managing and working with global and inter departmental teams on complex proposal and pitch documents / presentations.

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