

## Business Development Manager – Automotive

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Company: LP Commercial Photography

Location: Western Australia

Category: other-general

Sales Our Client : Our Client is a Progressive, Innovative and Customer Centric, 100% Australian Owned Company. Their values reflect Customer Fulfillment, Quality Products, Integrity, Teamwork, Respect for People, and Accountability. Our Client is committed to making a valuable contribution to industry in Australia, New Zealand & Papua New Guinea. Representing and working closely with many of the world's leading manufacturers and brands, Our Client delivers and supplies a complete portfolio of products and services.

Purpose of the role : Business Development Manager calling on Truck Dealerships and OEM Earth moving around the state and Tasmania, maintaining a strong brand presents in the marketplace. Also providing support to our General Range BDM / Distributors. This role requires the BDM to have a mechanical aptitude with a minimum 3 – 5 years sales background in sales with proven track record. This role will require end user calls to large Fleets and OEM's and must present well. Landsdale Location – 6065 Full Time National

Company All tools of the trade provided

Responsibilities and Duties: Set-up and maintain a 6-week call cycle. Maintain a high service levels in WA. Achieve monthly & annual sales targets, getting quotes through in a timely & professional manner. Attend Trade Shows in the WA and other states when necessary which may requires spending time away from home. Establish strong relationships with Distributors and End Users on equipment.

Skills and Qualifications: Essential Skills / Qualifications Proven sales experience within a mixed corporate / industrial environment. Hoist and wheel service equipment knowledge. Hands on experience with equipment. Well-developed business acumen. OH & S awareness. Ability to multi-task. Can work autonomously or in a team environment. Must be able to provide clean Drug

and Alcohol tests at random Must have Full/ Unlimited working rights Must have a Clean Driving record and Current Drivers licence Desirable Skills / Qualifications: Excellent customer relation skills. Mechanical minded individual. Demonstrate how equipment works. Good communicator. Attention to detail. Proficient in Microsoft i.e. Word, Excel, Power Point. Stakeholders: Details of relationships with stakeholders relevant to this role The sales team to be trained by Operations Manager, Project Manager, Regional Manager and National Product Manager on ALS, company policies and procedures. Ongoing training to be provided as new policies and procedures are implemented. Sales team dealing directly with Distributors. Sales team dealing directly with Truck Dealerships and OEM's plus end users. Sales team liaising with Operations and Project managers on order status as well National Equipment Managers regarding stock levels / requirements. If you have the skills and experience mentioned please apply below or send your cover letter and resume to Kelly Jenkins at \*\*\*\*\* LP Consulting Services | <https://www.labourpower.com/labourpower-consulting-services> Job Information Job Reference: 210355769\_1712016014 Salary: AU\$90000 - AU\$130000 per annum + Plus Car, phone, laptop Salary From: AU\$90000 Salary To: AU\$130000 Salary Type: annum Consultant Name: Kelly Jenkins Job Industries: Sales Job Locations: Landsdale, Perth, Australia Job Types: Permanent Job Skills: BDM, Sales, Automotive, oh&s, Hoist and Wheel service equipment

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