

Australia Jobs Expertini®

Business Development Manager

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Company: Access Hire

Location: South Australia

Category: other-general

You are applying for the position of Business Development Manager for company Access Group Australia . Please fill in your details below to submit an application for this position. This position is located in: Adelaide Close date: Thu, 2 May 2024 11:59pm Access Hire Adelaide is a leading supplier of hire equipment, including an extensive range of elevated work platforms and access equipment for both hire and sale. A specialist division of Access Group Australia, Access Hire has continued to be the most trusted hire companies in the area, with a strong brand presence and reputation in the industry. We have a very strong and dedicated team who enjoy working in our fast-paced, high-performing, collaborative, safe and entrepreneurial environment. Access Hire Adelaide is currently searching for an ambitious and results-driven sales professional to join the team in Wingfield on a full-time, permanent basis, bringing with them a fresh perspective on generating new business. The successful candidate will have a hunter's mentality; a real hunger and drive to seize any opportunity regardless of what challenges may arise Reporting to our Sales Manager, you will be primarily responsible for building market share through developing new business. You will also work with our existing sales and accounts team to target customers from the existing market. Other duties and responsibilities include: Establish yourself as an industry client solution partner. Drive revenue growth to meet and exceed agreed upon targets on a monthly and annual basis. Establish and maintain strong, lasting relationships with key sales customers, working in conjunction with internal stakeholders. Spend time in the field by conducting customer site visits that strengthen business relationships. As well as a person who will honour our core values of People, Safety, Respect, Communication and Continuous Improvement, in addition to this they

will have; A minimum of 2-5 years' experience in a similar position with a successful track record for achieving incredible sales results. Experience with the sales, service and hire of generators is essential. Proven ability to build and foster strong working relationships with both internal and external stakeholders at all levels. Excellent communication skills, with the ability to engage with stakeholders at all levels. The ability to effectively work in a dynamic and fast-paced environment, meet deadlines, and successfully prioritise work. Strong motivation to deliver an exceptional customer experience. A fun, energetic and hardworking approach. Willingness to learn and be coached for success. High attention to detail, good work ethic and organized Current driver's license. The Benefits of joining Access Hire Lucrative salary package including uncapped commission arrangements. Fully maintained company vehicle, fuel card, laptop and mobile phone The opportunity of working for a well-established, secure, and growing organisation On-going training and development for your personal and professional growth. Inspirational leadership that is eager to help you and your team succeed. Employee Recognition Program where we celebrate our successes and learn quickly from our mistakes. A positive and dynamic workplace, with an on-going commitment to continuous improvement and your personal development. A safe workplace with a very strong focus on ZERO harm - every day. Company Employee Assistance Program (EAP) to support mental health. How to Apply This is a great opportunity to work in a progressive and dynamic team within a secure and stable industry. If you feel that you have the experience, ability and skills, we want to hear from you! Click Apply Now and upload an updated copy of your resume and cover letter. At Access Hire, we recognise that we are strengthened by diversity. We are committed to providing a work environment in which everyone is included, treated fairly and with respect. We are an Equal Opportunity employer and encourage women and Indigenous candidates to apply. ***Please Note***Only candidates with the right to work in Australia will be considered for this role.

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