

## Business Development Manager

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Company: Barclay Recruitment

Location: South Australia

Category: other-general

c\$110-120k + car allowance + sup + fuel + bonus Publicly listed company STILL in growth modeMarket leading products and brands Excellent work culturePublicly listed company STILL in growth modeMarket leading products and brands Benefits To You Market leading products and brandsCompany that is still growing whilst already very large and high profileAttractive salary package, c\$100-120k base + car allowance + super + fuel card + bonusHigh levels of autonomy and trust from senior managersA very supportive management structure and back-end resourcesSenior role with significant levels of responsibilityGrowing sales territory for you to build upon This leading Electrical company is seeking a highly motivated and performance-oriented salesperson, with an electrical background to take responsibility for a sales territory, calling on the Electrical Wholesale sector and selected Electrical Contractors in Adelaide and the rest of South Australia.They are a leading manufacturer and distributor of a wide variety of electrical switchgear, industrial control, cable accessories, enclosures and energy management for the Australian industry.They are widely recognised throughout the industry for high quality, reliable and cutting-edge product portfolio and commitment to providing technically compliant electrical equipment.This role will focus on their Wholesale partner networks and the Electrical Contractors who purchase from them. Potential candidates must have experience working in a similar B2B sales role.Supported by a dynamic Customer Support Centre, excellent product portfolio, estimation and engineering support teams, your successful career path is there for the successful applicant must have: - 5 years+ experience, with an Electrical Trade and/or sales experience in the Electrical Wholesale industryExcellent communication,

presentation and negotiation skills An energetic, driven and self-motivated attitude with the ability to work alone A current driver's license The position's emphasis is on developing sales with an existing customer base and identifying new business you are passionate about providing a high level of customer service, engaging with key people in the electrical industry, business growth and achieving results then this is your chance to apply for a role which will give you the means to enhance your abilities. PLEASE NOTE You must be resident in Australia, have the right to work in Australia and already have significant Australian work experience in this market and the Adelaide geographical region. Please apply as directed and for a confidential discussion please call Mark Hall-Smith on . About the recruiter Your application will include the following questions: Which of the following statements best describes your right to work in Australia? How many years' experience do you have as a business development manager? How many years of B2B sales experience do you have? How far are you willing to travel for work? Do you have CURRENT work experience and contacts within the Electrical Wholesale industry in Adelaide? (If not, DO NOT APPLY) Report this job advert Don't provide your bank or credit card details when applying for jobs. What can I earn as a Business Development Manager #J-18808-Ljbfrr

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