

## Business Development Manager

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Company: Roc Consulting

Location: South Australia

Category: other-general

**The Company:** Join a dynamic and rapidly growing company based in Adelaide that specialises in providing equipment hire solutions to a wide range of industries, including construction. They are committed to delivering high-quality products and services to clients, and we're looking for a dedicated Business Development Manager to help expand the business reach and drive growth. **The Position:** Business Development Manager - Adelaide As a Business Development Manager, you will play a pivotal role in our organisation's success by selling equipment hire services, including shoring, propping, traffic management, and other ancillary equipment. Your main responsibilities will include: Proactively developing new business relationships through effective sales tactics, such as prospecting, cold calling, and networking. Managing and nurturing existing client accounts to ensure their satisfaction and continued partnership. Spending the majority of your time on the road, visiting job sites, and building strong relationships with clients. Occasional work from our Adelaide office to collaborate with the team and strategize. WFH may be offered for the right candidate. **The Benefits:** We offer a competitive compensation package that includes: **Base Salary:** A competitive base salary from \$85k - \$95k + super to reward your skills and dedication. **Company Vehicle:** Access to a company vehicle for field visits, available for reasonable person use too. **Bonuses:** commissions and bonus paid based on performance! **Autonomy:** Enjoy the autonomy to manage your schedule and work independently while also being part of a supportive team. **Career Growth:** Join a company with a strong focus on professional development and advancement opportunities. **Training:** Access to comprehensive training and resources to enhance your skills and product knowledge. **The Candidate:** We are seeking a

motivated and results-driven individual to fill this role. The ideal candidate will possess the following qualifications: A strong background in B2B sales, with a proven track record of meeting and exceeding sales targets. Experience in selling construction equipment, hire services, building products, tools, or related industries is highly preferred. Exceptional communication and interpersonal skills. Self-motivation with the ability to work independently and as part of a team. Strong organizational and time-management skills. A valid driver's license and a willingness to travel to client sites. If you are passionate about sales, excel at building new business relationships, and thrive in a dynamic environment, we want to hear from you. If you meet the criteria outlined above, we invite you to apply below. For more information, please contact Oliver at (07) 3172 1275 or 1800 758 782. Consultant Oli Doessel

Reference number: OD\_Hire\_Adel\_171229602844402 Profession:SalesBusiness  
Development Manager SalesSales Exec/Representative Company: ROC Consulting Date posted: 5th Apr, 2024

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