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Business Development Manager

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Company: Talent Web

Location: Sydney

Category: other-general

Develop strong relationships with customers and suppliers, providing solutions as required. Require experience as a BDM within the Earthmoving Industry. \$100k - \$150k + super + commission + company car + other benefits. The Company We are exclusively partnering with a global leader that provides environmentally friendly solutions for structural materials in the civil construction space. They are growing their sales department and are looking for an experienced BDM join their established team on a full time permanent basis. The Role As a successful BDM, your duties will include but not be limited to: Build and maintain positive relationships with your assigned customer base to assist in the development of the business. Provide assistance to the credit team to ensure all outstanding debts collected in a timely manner. Meet Budget expectations that are developed in consultation with manager. Identifying, securing, managing Major Projects and their Tier 1 clients'. Source and secure new customers in order to grow your customer list Complete project start-up toolboxes and liaise with contractors to ensure appropriate service levels maintained Location: Alexandria Hours: Monday to Friday 40 hour work week Salary: \$100,000 - \$150,000 + superannuation + company car You As a successful BDM, you will offer: Minimum 2 years experience in Sales roles within the Earthmoving Industry Experience working in the civil construction industry ideal Excellent customer service and stakeholder management Exceptional verbal and written communication skills

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