

Director Sales (Federal Government Dept.)

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Company: Carecone

Location: Canberra

Category: other-general

Recruitment - Agency (Human Resources & Recruitment) Carecone is looking for Director sales for their Canberra office. location : Canberra (Remote) Job type : Full time Annual salary + Commissions Requirements Demonstrate previous experience engaging with the Federal Government Departments Demonstrate a good understanding of government procurement and government contracts (Manpower, Buy/CT, Staffing/Contractor) Have a demonstrable and proven track record of business development and sales experience in Business Development, Account Management, IT Professional Services or IT 'solution sales' i.e. presenting a 'concept/solution' Have a proven track record in hitting targets, generating new business leads; self-motivated and with a strong desire to exceed personal and team goals Responsibilities Grow the Government portfolio within Canberra. Lead presentations and account performance reviews aligned with contractual KPIs and client business improvement initiatives. Identify and evaluate new business relationships to extend and develop Carecone's ACT client portfolio. Generate effective sales pipeline and drive from opportunity identification to close, Establish and develop solid relationships at all levels within Defence & Govt. and provide an effective account management service to identify, maximize and deliver to all sales opportunities. Your application will include the following questions: Which of the following statements best describes your right to work in Australia? Report this job advert Don't provide your bank or credit card details when applying for jobs. #J-18808-Ljbffr

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