

Senior Bdm

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Company: Firesoft People

Location: Sydney

Category: other-general

Business Development Manager BDM: Pure hunter role – 140k Base + Super + Uncapped Comms Leading background screening and identity screening firm 100% Remote role - Australia wide As the global leader in background screening and identity services, our clients products create safer workplaces, help build trusted brands and protect their people. They do this through a range of identity checks, credentials verification, integrity screening and health assessments. The role: The role is to generate fresh revenues from new business. They are looking for a Senior BDM to join the team. You can be based anywhere in Australia but preferably Sydney or Melbourne and you will be selling into large tier 1 and tier 2 organisations across the nation. Applicants skillset/experience: Exceptional contacts with senior HR execs within large organisations Demonstrable success in selling to C Level A history of delivering 7 figure, complex deals with a consultative sales approach Proof that you can set your own agenda and work autonomously - a true self-starter A hunter's mindset - you need to see through every stage of the sales process from cold call to deal closed A willingness to travel as some of the business may be carried out face-to-face A minimum of 8 years sales experience, ideally in a B2B environment The benefits: If you think you have what it takes, then you can expect A base salary of \$140k + super Uncapped commission potential - a genuine chance to make serious \$\$\$ An opportunity to grow with the business as they expand through Asia-Pac The benefits of working for a global market leader. Their parent company has its HQ in New York

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