

Corporate Business Development Manager

Based in Sydney

(\$130-\$160k O.T.E.)

- **Green field opportunity**
- **Exceptional growth potential**
- **Some travel required**

Due to the success of our recently launched high speed Business Services products in Sydney, we are now looking to significantly expand into new states to accelerate our growth.

The Position

This is a genuine green field opportunity which will suit someone who wants to prove their capabilities in a high visibility role. Based at our Sydney Head Office, the primary objective is the end to end strategic channel expansion of our Business Services in key Inter State markets.

Your key responsibilities will include:

- Identifying and driving new business development through the acquisition of new partners with a particular focus on Value Added Resellers and System Integrators.
- Managing the end to end implementation of these partners including contract negotiations, training and motivation of partner staff
- Development of strategic sales and marketing plans
- Contributing to the further development of the product range
- Achievement of both billed and contract revenue targets

The Person

The successful applicant should offer excellent communication skills whilst also possessing the energy, drive and enthusiasm to operate autonomously. They will also have the following skills and experience:

- A high achiever with a proven track record in complex sales cycles
- Good understanding of IT/network solutions
- A background in delivering outstanding results via channel partners such as VARs and SI's
- Demonstrable high level new business development
- The ability to develop strategic relationships to maximise business potential
- Knowledge of inter state markets (*preferable*)

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In return you will receive a very competitive remuneration package [six figure base] and be part of a company that provides an excellent environment for its employees.

**Candidates should submit their resume together with a covering letter that demonstrates how they meet the skills and experience listed above, to
Tamara.muggridge@unwiredaustralia.com.au**

