

Business Development Executive

CAPITAL TRANSPORT GROUP • Mulgrave VIC 3170

 Base pay
\$50,000 - \$55,000

 Work type
Full Time

 Contract type
Permanent

Job details

 Date posted
30 Aug 2021

 Expired On
29 Oct 2021

 Category
Sales

 Occupation
Sales Representatives/Consultants

 Base pay
\$50,000 - \$55,000

 Contract type
Permanent

 Work type
Full Time

 Job mode
Standard hours

Career level
NO EXPERIENCE (NEW TO MARKET)
JUNIOR (SOME EXPERIENCE)

 Desired education level
YEAR 11 & UNDER
YEAR 12 OR EQUIVALENT

 Work Authorisation
AUSTRALIAN CITIZEN / PERMANENT RESIDENT

 Company size
201 to 1000

Licenses & certifications

DRIVERS LICENCE

Perks

CAR ALLOWANCE

COMPANY LAPTOP

COMPANY PHONE

TEAM BUILDING EVENTS

POSITIVE WORK ENVIRONMENT

NO WEEKENDS

Skills

CONFIDENT

BASIC COMPUTER SKILLS

RELIABLE

COMPETITIVE

Full job description

Business Development Executive (BDE)

- \$50,000 - \$55,000 Base Salary + Super + Commissions!
- Plus \$10,000 Car Allowance
- Plus Laptop & iPhone
- Full time role, Monday - Friday
- **No weekends, No late nights!!**
- FULL TRAINING PROVIDED

*Candidates with RETAIL, GYM Membership Sales or Promotional Sales experience are strongly encouraged to apply.

Our Culture

We provide an exciting, modern, dynamic and fun team sales environment.

Capital promotes a healthy work-life balance with a friendly work environment. We put on fun regular events such as a monthly breakfast for the sales team, end of month BBQ's along with other regular functions and team building events.

Whilst we have a fun and vibrant office environment, which is as far from dull and silent as an office can get, we are all highly motivated, positive, energetic and extremely results driven.

Check us out on LinkedIn:

<https://www.linkedin.com/company/capital-transport>

Company Description

Capital Transport is the largest, privately owned courier and taxi truck business in the country with revenues exceeding \$200M. We are similar to Uber but deliver goods not people, and our customers aren't the general public but rather businesses that need their products moved from one place to another.

We offer the following services to our business customers:

- **Courier Service:** We provide secure, urgent document and parcel services within the metropolitan areas of each capital city.
- **Taxi-Trucks:** We provide a range of Truck services within the metropolitan area ranging from small trucks to semi-trailer trucks.
- **Permanent Vehicles:** We can design the operation of a dedicated fleet solution for any major business including vehicle branding so businesses don't have to purchase a vehicle and hire a driver.
- **Home Delivery & Retail:** We have partnered with a number of blue chip clients to provide customised B2C (Business to Customer) home delivery services and also offer two person delivery options.
- **Logistics:** We offer a national warehousing and distribution network that our clients use as a full delivery solution on a national scale so they don't have to operate warehousing in other states.

Over the past 30 years we have grown a reputation of promoting from within our business and developing a culture of providing support, mentorship and ongoing training ensuring staff are developed into both great leaders and business professionals.

Learn a little about our company here:

<https://youtu.be/UKzFsTjsfUk>

Job Description

We are in search for an ambitious and confident person we can help mould into a sales professional who will contribute to the growth of our customer base for our Courier & Taxi Truck divisions.

In this role you will have a specific focus sourcing customers across the North West of Melbourne.

As a Business Development Executive (BDE), you will:

- Identify opportunities and secure new customers.
- Prepare and present proposals to potential customers.
- Maintain an effective pipeline of new business prospects within the CRM (Customer relationship management program), Microsoft Dynamics.
- Ensure all new customers have a positive and smooth experience through their onboarding process.
- Driving revenue growth to your budget.

Our clients are businesses with business addresses meaning there is no selling our services at peoples homes.

The type of potential clients we target are within industries such as Retail / Packaging / Warehousing / Manufacturing.

Average Week

Typically you will spend 2 - 3 days (Mon, Wed & Fri) in the office contacting businesses (prospective clients) to schedule meetings for you to present our services (creating new sales opportunities), whilst also maintaining contact with your already won clients to maintain your portfolio (account management).

The remainder of your week is spent in the field presenting proposals to potential clients and visiting already won clients in your ever-growing portfolio, ensuring strong relationships are forged and you reach your annual budget for growth.

Skills Required

No experience required as full training is provided to the right candidate.

If you are known for having 'The gift of the gab' or friends say you 'can talk under water' and you have the following:

- Strong verbal and written communication skills
- Confident personality
- Competitive nature
- Hunger to learn and be developed
- Reliable
- Australian drivers licence
- Access to a reliable vehicle
- Basic computer skills

THEN APPLY FOR THIS ROLE.

Candidates with RETAIL, GYM Membership Sales or Promotional Sales experience are encouraged to apply.

APPLY NOW

If you are looking for a fresh start or an opportunity to begin a professional sales career with a fun and vibrant team, or you want to take your sales career to the corporate level with an industry leader, then apply now.

***Please note, due to a high volume of applicants only those shortlisted will be contacted.**