

# National BDM - Industrial Equipment - Hire & Sales

Six Degrees Executive • Springvale VIC 3171

 *Not provided*

 Work type  
Full Time

 Contract type  
Permanent

## Perks

CAREER DEVELOPMENT

## Skills

BUSINESS DEVELOPMENT

## Full job description

### About the company

Our client is a proudly owned Australian private organisation who are a leading supplier of industrial capital equipment and brands across industries such as Waste, Recycling, Logistics, Manufacturing, Retail and Mining. With an extremely loyal customer base, a strong national service network with branches in every state, great products, they are a go to supplier.

### About the role

Reporting directly to the GM of Business Development, you will be responsible for targeting conquest large enterprise opportunities across all vertical markets - hire & sales

### Duties

- Define a winning new business sales strategy that adds value to the high performing sales culture in line with overall company objectives/culture
- Develop a qualified pipeline of business to the value of \$3mill+ for the first 12 months
- Identify new product introduction opportunities
- Lead the charge and strategically hunt for new business opportunities engaging at a C suite, heads of procurement and heads of operations


## Job details

 Date posted  
**03 Jun 2021**

 Expired On  
**03 Jul 2021**

 Category  
**Sales**

 Occupation  
**New Business Development**

 Base pay  
**Not provided**

 Contract type  
**Permanent**

 Work type  
**Full Time**

 Job mode  
**Standard/Business hours**

 Career level  
**GRADUATE**

 Industry  
**MACHINERY**

 Sector  
**PRIVATE BUSINESS**

 Work Authorisation  
**AUSTRALIAN CITIZEN / PERMANENT RESIDENT**

- Conduct product presentations and present technical specifications
- Host major account customers at approved corporate events, network at aligned industry events and trade shows
- Develop and manage major tenders, quotations, RFI, RFP, and all other bid processes from start to finish

### **Skills & Experience**

- Ideally be degree qualified in a related business or industry field however this is not essential
- A polished and engaging presenter
- Strong influencing and negotiation skills
- You will be an industry sales professional with experience coming from one of the following markets - Materials Handling, Warehouse Racking, Contract Logistics, Forklifts, Equipment Hire Industry or other associated Heavy Equipment markets
- Exceptional business financial/commercial acumen understands the numbers and commercial impacts of the decisions they make with respect to the top and bottom line of the business
- Complex contract management and negotiation experience
- Experience of selling large fleet deals over a long sales cycle
- Have a clear track history of success

### **Benefits**

- Work with a highly engaged & supportive leader who has strong local and global experience
- Very attractive package is on offer which will be tailored to attract the best Sales Professional in the market - OTE \$200 - \$250k +
- Package includes (negotiable base) + car allowance + super + Uncapped bonus
- Head office eastern subs - Flexible working arrangements
- Represent leading household brands
- Clear opportunity for a succession plan into a senior management role within the organisation
- Great long-term career prospects - business that has been growing YOY

### **How to apply**

Click on the APPLY button or contact Terence Craig on (03) 86133561 for a confidential career discussion quoting reference number TC20866

All direct applications or resumes received by our client from external parties will be referred to Six Degrees Executive as the retained recruitment partner on this assignment.