

Enterprise Development Representative

Meltwater Australia • Melbourne VIC 3000


Not provided


Work type
Full Time


Contract type
Permanent

Skills

MARKETING

MARKET RESEARCH

DIGITAL MEDIA

Full job description

About Meltwater:

With 20 years of experience in the field of digital media, Meltwater is a global leader in media intelligence and social analytics SaaS solutions - helping to bridge the gap between Public Relations, Communications, and Marketing departments with an all-in-one solution powered by AI-driven insights. Through Meltwater's platforms, our clients are well equipped to stay on top of billions of online

To accelerate our growth in APAC, we are looking for exceptional candidates who are eager to pursue an extremely challenging and rewarding career in business development with a thriving media software company, with a focus on the Australia market.

Role: Enterprise Development Representative

Targeting the Australia market, the **Enterprise Development Representative** role is designed to help the candidate learn about marketing, digital media industry, and the various use cases of Meltwater's full suite of media intelligence solutions. The role will allow you to develop business development techniques, while advocating for more organizations to adopt digital media solutions.

The position is located in Melbourne, however, you will be able to work remotely across Australia in this role, for our Meltwater Sydney / Melbourne


Job details

 Date posted
09 Jun 2021

 Expired On
09 Jul 2021

 Category
Marketing & Advertising

 Occupation
Market Research & Analysis

 Base pay
Not provided

 Contract type
Permanent

 Work type
Full Time

 Job mode
Standard/Business hours

 Career level
GRADUATE

 Industry
SOFTWARE & SERVICES

 Sector
PRIVATE BUSINESS

 Desired education level
BACHELOR'S DEGREE

 Work Authorisation
WORK / HOLIDAY VISA
INTERNATIONAL / OVERSEAS


AUSTRALIAN CITIZEN / PERMANENT RESIDENT

 Company size
1000+

office.

What you'll do:

- Support business development and business growth by working closely with Enterprise Directors to accelerate revenue growth in Australia
- Conduct market research across the Australia market to identify market opportunities
- Analyze market data to develop marketing and business strategies for the company, comprising of creating business proposals, presentations, and product cost estimations
- Become an expert user of our SaaS platforms and liaise with external clients and agencies to understand their business goals, grow their excitement towards Meltwater, and start building value by sharing our differentiating factors
- Specialize in knowledge in the Social Media, Communications & Digital Marketing industry

Who you are:

- University degree (in any discipline) with strong academic results
- Have 3-5 years of relevant marketing experience
- Must have knowledge of & passionate about social media, communications and digital marketing, and a basic understanding of martech
- Passion for entrepreneurship & technology, SaaS industry & media intelligence, and you should be a regular consumer of the news / media
- Keen in business development
- Exceptional interpersonal, communication and stakeholder management skills, especially working with big enterprise-level clients
- Self-motivated, proactive, and organized with the ability to work under tight deadlines and in a high-pressure environment

Full time position

Salary Range: \$65,000 to \$70,000