


Account Manager / Sales & Business Development


Bayside Group • All Melbourne VIC

 *Not provided*

 Work type
Full Time

 Contract type
Not provided

Job details

 Date posted
30 Apr 2021

 Expired On
30 May 2021

 Category
HR & Recruitment

 Occupation
Other

 Base pay
Not provided

 Work type
Full Time

 Job mode
Permanent

Full job description

Baytech, a part of the Bayside Group of companies, has been delivering recruitment solutions across Australia since 1976. With a national network of offices staffed by industry professionals, we have built strong relationships across a multitude of disciplines including Manufacturing, Pharmaceutical, Food and Beverage and Warehousing. We are passionate about what we do, and we pride ourselves on recognising and rewarding the hard work of our employees, who are a key part of our business success.

Our team is dedicated to deliver on our promise while being able to partner with our clients to add value. This particular role plays an imperative part of building success within our brand which will take a dedicated, passionate and enthusiastic individual. Working within a warm desk you will strive to on-board new clients while being able to account manage existing key accounts within a supportive team environment. We pride ourselves on service excellence and partnering with companies to achieve greater organisational performance through their people.

Account Management responsibilities will include:

- Connecting with prospective clients
- Building and maintaining strong working relationships
- Cross pollinating with the broader business
- Uncovering opportunities within established clients developing organic growth
- On boarding new business
- Interviewing and presenting suitable candidates
- Account management
- Client database management
- Regularly site visits
- Negotiate service agreements

Baytech are seeking an Account Manager with:

- Successful negotiation skills
- A proven background in Business Development within a similar industry
- Experience in a fast-paced environment
- Excellent written and verbal communication skills
- Strong relationship building skills
- Willingness and determination to grow and learn within the business

The successful candidate will enjoy the benefits of:

- Genuine work / life balance
- Working within a national company
- Working within a culture based on partnership
- Engaging in personal career growth
- A full suite of corporate services support

This role will have essential support from the recruitment team who will source and qualify suitable candidates while providing candidate management and care to our existing database along with compliance and administrative functions.

If you are ready to partner with a business which lives and breathes its values of passion, integrity, respect, excellence and teamwork and are true expert in our sector and trusted advisors, look no further and come and join the team!

Please be advised that final stage applicants will be required to complete Assessments, Testing and a National Criminal Check.

BaysideCareers:

To submit your application in strict confidence, click the 'apply' button. If you require further information, please contact Renee Ramsay on 03 9314 8999.

To view all Baytech job opportunities visit www.baytechindustrial.com.au