

Business Development Manager - VIC/SA

Hays | Sales • Melbourne CBD VIC



Base pay

\$110,000 - \$130,000



Work type

Full time



Contract type

Permanent

Job details



Date posted

13 May 2022



Expired On

07 Jul 2022



Category

Sales



Occupation

New Business Development



Base pay

\$110,000 - \$130,000



Contract type

Permanent



Work type

Full time



Job mode

Standard business hours



Work Authorisation

AUSTRALIAN CITIZEN / PERMANENT RESIDENT

Perks

CAR ALLOWANCE

Skills

SALES

BUSINESS DEVELOPMENT

SALES EXPERIENCE

MAXIMIZE SALES

SOLUTION SALES

Full job description

Your new company

NVMS provides noise and vibration monitoring solutions for the resources, infrastructure and general industry in Australia and overseas. For over 30 years NVMS has provided sensors, instrumentation, monitoring and management systems for a wide range of applications including condition monitoring, stress and strain, environmental and occupational noise and vibration testing. Using their deep industry and vendor knowledge, they design and develop bespoke solutions to meet the needs of customers when standard solutions do not. They partner with global service and product suppliers such as Bently Nevada and Baker Hughes (GE Digital) to provide equipment, systems and services that measure, gather and connect industrial data so that business can have control, knowledge and insight on how to make the right decisions and maximise investment.

Your new role

Due to their expanding business in Victoria, NVMS are seeking a motivated strategic salesperson to grow their customer base and increase sales of their

technology solutions. The position encompasses the following tasks:

- Manage, prospect and grow the customer base.
- Maximize sales and achieve agreed targets.
- Develop and maintain effective relationships with clients.
- Manage new technology presentations with clients.
- Provide technical application advice on their solutions and services.
- Regular travel to work closely with NVMS customers

What you'll need to succeed

- A proven track record of solution sales using strategic sales methods
- A background in asset management and condition monitoring would be a strong advantage.
- Oil & Gas, Mining and Power industry exposure highly regarded.
- Excellent relationship building, negotiation and problem-solving skills.
- Valid driver's license and ability to travel.
- Candidates with technical sales experience in adjacent fields are encouraged to apply.

What you'll get in return

On offer is an attractive salary package which is negotiable and will be commensurate with experience, skill and suitability for the role. It is comprised of a base salary, superannuation and a \$16,000 car allowance. You will be rewarded with quarterly sales commissions and other performance incentives. As an employee at NVMS you will enjoy a friendly, professional and high-performance culture where you will be exposed to continual career opportunities. This is a great opportunity to contribute to an already successful organisation during an exciting time of growth and change.

What you need to do now

If you're interested in this role, click 'apply now' to forward an up-to-date copy of your CV, or call Gerard Murphy on (03) 8346 7071. Please note that Hays is the retained recruitment partner for this role and all direct or 3rd party applications will be forwarded.

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