

## Business Development Manager

### **The Opportunity**

The Business Development Manager will perform a critical role in the growth of the Civium portfolio.

The successful applicant will manage leads in the strata space by:

- Creating and presenting value for new business opportunities;
- Establishing profitable networks, and;
- Developing new strategic partnerships

The Business Development Manager will work closely with the State Branch Manager to develop strategies and plans to achieve business growth and work with the operational teams to optimise for business retention.

Working in a team environment, the Business Development Manager, will be expected to demonstrate an ability to work as an eager team member in accordance with the organisation's routines and procedures.

### **Responsibilities**

- Generate business from both new opportunities and existing client base
- Provide a customised client sales experience by clearly identifying client objectives and accurately matching those objectives with Civium solutions
- Develop strategies to establish new business or partnership opportunities
- Build and manage a pipeline of potential clients
- General CRM administration tasks

### **Qualifications, Character Traits and Experience**

- Excellent communication, listening and presentation skills
- A desire to build long term mutually beneficial relationships with clients
- Strong ability to proactively seek new business and present to a high standard
- Proven experience in creating and executing business development strategies
- Ability to work independently, and as a member of a team, to achieve sales targets and goals within agreed deadlines
- Strata Management experience preferred