

## **Business Development Manager - Government and Commercial**

Sharp Corporation of Australia sells electronic office equipment and consumer electronics.

Today, Sharp products are sold in 140 countries. There are 27 manufacturing operations, 29 sales companies and two representative offices in 26 countries.

We are looking for an experienced Business Development/Sales Manager to build and manage Sharp business in the ACT. You will be comfortable with the full sales cycle from cold calling and developing relationships through to closing the deal, offering clients the best solution for managing their office technology needs.

### **Roles & Responsibilities**

You will be responsible for the following duties:

- Achieve monthly sales budget and grow Sharp Smart Office products market share in B2B industry.
- Build new business in your assigned territory.
- Prospect for new business opportunities through cold calling, both in-person and via telephone, in assigned territory.
- Consistently develop and maintain prospect lists, develop and maintain long and short-term opportunities
- Maintain and update CRM regularly
- Retain and grow existing customers accounts by upselling and cross-selling Sharp Smart Office products
- Create and maintain current client relationships, understand their buying criteria and decision-making process to achieve sales growth.
- Prepare proposals, presentation and conduct product demonstrations.

### **Candidate Criteria**

- 4-5 years' experience in a Business Development role in a multi-national company
- Proven experience with B2B hardware sales.
- Ability to engage potential customers and close deals
- Preferably BD experience with direct end users
- Knowledge of MS Excel, Power Point & Word
- Previous experience in managing / maintaining Prospects in a CRM
- Ability to manage multiple projects simultaneously
- Exceptional communication, organisational and negotiation skills

### **Benefits To You**

In return for your contribution to our success, we offer a competitive salary and commission package, recognition programs, a variety of learning and development opportunities, and discounted Sharp products to name just a few.

**START IMMEDIATELY WITH DRIVEN GOALS AND DETERMINATION TO BE SUCCESSFUL.**