

Position title: Business Development Manager

The core mission of the Business Development Manager is to identify new business opportunities with new and existing clients, markets, and partnerships. It is your role to utilize these opportunities to create value for the organization while answering the challenge of clients in the form of new or improving products or service offerings.

Job Description:

- Meet or exceed monthly and annual sales goals.
- Identify and target revenue/growth opportunities within an assigned territory/set of accounts; develop and implement a detailed strategic sales plan to demonstrate how to maximize those revenue opportunities.
- Meet telesales team objectives including call rates, conversion rates, campaign deadlines, lead qualification, customer data management and revenue targets.
- Effectively identify and develop qualified sales opportunities to develop a sales pipeline using prescribed sales methodology.
- Identify key contacts and decision makers within a customer organization and develops strong relationships with those contacts.
- Experience using prospecting and lead gen tools.
- Ability to get pass through Gatekeepers and reach the appropriate Decision Maker.
- Own the relationship with the customer and is responsible for the overall health/status of the relationship.
- Demonstrates an in-depth understanding of the products, content and solutions including the ability to articulate competitive differentiators and our value proposition.
- Effectively build, manage, and close a sales pipeline of qualified customers for the products and services.
- Efficiently manage a portfolio of customers to optimize client satisfaction, engagement, and retention.

Job Qualifications:

- 5+ year experience in C-level Business Development.

- Experience in customer service, lead generation, sales, cold calling.
- Strong knowledge of sales principles in Mortgage/Financial products.
- Knows how to garner interest in the product or service that the company is selling.
- Has an extensive End-to-End Sales experience.
- Can talk to clients professionally through phone calls and emails.
- Has high confidence to speak to C-Level Executives and influence their decision-making process.
- Strong creative, client services, and interpersonal skills.

At Wealthy You, we can offer you a rewarding career and lifestyle opportunity that is provided within a supportive team. If you believe you have a can-do attitude, friendly and a drive to succeed, please send your resume and covering letter to info@WealthyYou.com.au.