

## Position Description

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<b>Position Title:</b>	Business Development Manager
<b>Department:</b>	Sales & Marketing
<b>Reports to:</b>	Sales Manager

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At TasmaNet:

We are a **TRUSTED LOCAL** partner to business. We use our expertise to understand our customers' expectations and tailor innovative digital solutions to meet them.

We form **PARTNERSHIPS** with selected businesses to deliver our full suite of digital services in any marketplace, supported by our Partner's trusted local service.

We drive **AUTOMATION** and **INTEGRATION** in everything we do to deliver outcomes at scale even as we tailor specific solutions for every customer.

Our **PEOPLE** and **CULTURE** underpin our success. We encourage initiative, innovation, agility, and collaboration to achieve mutually beneficial outcomes.

TasmaNet is Digital Services Provider (DSP) that utilises its business units for the delivery of Digital Services to Customers. Revenue is gained through the following activities:

- Telecommunications Services including Internet, Private Networking, SD-WAN and Voice
- Data Centre Operations
- Cyber Security
- Data Storage
- Private Cloud
- Public Cloud

TasmaNet plays the role of Digital broker, a central contract for procurement, delivery, operations and management. This role requires technical depth and business awareness, with a focus on User experience. It will be expected that Services and Solutions are built to cater for B2C and B2B.

### Primary Purpose

The Business Solutions Specialist will focus on customer acquisition. Lead generation and prospect management are the main concern as the Business Solutions Specialist is responsible for procuring new clients within business and government sectors. Sales growth is the key responsibility of this role, since it is the Business Solutions Specialist's responsibility to develop the pipeline of new business coming into the company. This requires a thorough knowledge of the market, the solutions/services the company can provide, and of the company's competition.

## **About You**

- You have proven working experience as a business development manager, sales executive, or a relevant role in B2B sales.
- Show a proven sales track record
- Proficient in MS Office and CRM software (e.g. Salesforce or Microsoft Dynamics)
- Market knowledge
- Superior presentation, communication and negotiation skills
- Ability to build rapport
- Excellent time management and planning skills
- Ability to cope under pressure and prioritise work accordingly
- Full drivers' licence and willingness to travel through sales territory

## **Key Responsibilities**

- Undertake lead generation work as appropriate within your market or geographic area to ensure a robust pipeline of opportunities.
- Identify potential clients, and the decision makers within the client organisation.
- Research and build relationships with new clients.
- Able to understand business drivers and risks involved to the customer and to then sell business solutions to the customer with professionalism and enthusiasm
- Create and confidently deliver presentations internally and externally
- Plan approaches and pitches. Work with team to develop proposals that speaks to the client's needs, concerns, and objectives.
- Participate in pricing the solution/service.
- Handle objections by clarifying, emphasising agreements, and working through differences to a positive conclusion. Use a variety of styles to persuade or negotiate appropriately.
- Attend industry functions, such as association events and conferences, and provide feedback and information on market and future trends.
- Present to and consult with mid and senior level management with a view to developing solutions that support their key imperatives.
- Ensure that data is accurately entered and managed within the company's CRM or other sales management system.
- Achieve monthly sales targets.
- Effective account management of any assigned accounts to increase ongoing services and revenue.

## **Key Skills**

You will be expected to have the following skill set and experience:

- Hold a tertiary qualification in a relevant technical/professional discipline or equivalent experience
- Enthusiasm in utilising the latest technologies as they mature
- Be a self-learner who has an interest in technology outside of work
- Ability to prioritise, multi-task and manage workloads
- Good verbal and written communication skills
- A 'Can Do' attitude and the initiative to work autonomously
- Enjoys working in a diverse environment across multiple business systems

## **Other Skills and Qualifications**

Networking, persuasion, public speaking, research, writing, closing skills, motivation for sales, prospecting skills, sales planning, identification of customer needs and challenges, territory management, market knowledge, meeting sales goals, professionalism, CRM, and Microsoft Office.

## **Scope of Work Performed:**

- This position operates under the direction and supervision of the Sales Manager
- The position requires you to exercise considerable independence and autonomy in the role and be responsible for
  - The management of relationships with customers / vendors / contractors
  - Taking leadership of project teams and delegating tasks
- Be involved in facilitating strategic decisions in relation to the design of customer solutions, which are fully documented to encompass:
  - The architecture and design
  - How systems are provisioned
  - How systems are tested
  - What platforms are required
  - What security risk need to be considered and how they are mitigated
- Be an integral component in the successful operations of Product Development and relevant internal activities, on time, within the resources allocated and to a high level of quality
- Demonstrate initiative, flexibility and creativity in identifying and escalating customer issues
- Be proactive in providing advice and solutions to meet business needs.
- Be available to work outside of business hours, to address emergency issues, attend events etc.

This position is open to applicants Australia-wide.

To apply, send your resume along with a cover letter to [jobs@tasmanet.com.au](mailto:jobs@tasmanet.com.au)