

## National Business Development Manager

- NSW and Queensland initially and moving into a national role
- Permanent, full-time
- Negotiable + Commission + Car Allowance + Phone
- Generous Commission Structure

An exciting new opportunity has arisen for a National Business Development Manager with Riello UPS Australia.

As the National BDM you will be part of a team of sales professionals reporting to and working closely with the Managing Director. You will assist in the planning, implementation, and execution of strategies to further grow the Riello UPS brand in the Australian Uninterruptible Power Supply market, along with developing and improving sales channels and achieving targets. You will be responsible for strengthening Riello UPS relationships with key stakeholders in the marketplace whilst continuing to develop and establish new strategic relationships. You will be required to execute appointments face to face and present our brand across the necessary channels to market. Originally the role will focus on NSW and QLD with expansion into the remaining Australian states.

### Your responsibilities will include but are not limited to:

- Contribute to the growth and profitability of the company
- Achieve set sales targets whilst maximizing target margins
- Develop sales strategies, set goals, plan, manage your time and risks, to ensure all targets are achieved and relationships with stakeholders are strengthened.
- Foster high level relationships with the key stakeholders to achieve advanced multi-level relationships across their business.
- Review sales performance, monitor and improve the conversion rate of quotes to orders.
- Conduct the necessary market analysis needed to identify the company's current position, providing senior management with market information and business conditions.
- Develop a thorough understanding of our product range and its positioning in the market to ensure a high-level approach to turnkey and strategic projects.
- Collaborate with multiple parties from inside and outside the company, influence, manage conflicts and navigate through to achieve the desired result.
- Show a high level of communication and interpersonal skills, to communicate, present, assert and liaise with a variety of levels of stakeholders.
- Provide a high level of computer competency in Microsoft office, estimating and CRM tools.

### **About you:**

The ideal candidate will be driven, self-motivated and able to work autonomously. You will be part of a team of professionals and work in a collaborative environment. You will be familiar with the Electrical industry and demonstrate a high level of professionalism. You will have excellent communication and relationship management skills and highly developed planning and analytical skills. This role requires frequent travel with planned National travel.

- Strong current network within the electrical Industry including consultants, contractors, end-users and commercial builders.
- 3 - 5 year's minimum industry relevant professional sales experience.
- Knowledge and understanding of uninterruptible power supplies and batteries.

### **About Riello UPS Australia:**

Riello UPS is a leading European manufacturer of efficient power quality solutions that ensure business continuity by protecting electrical and IT infrastructure against variations in power quality and against critical power events.

Our ethos is that we are with our customers for the life of their installed solutions and beyond. Our consultative approach puts the emphasis on understanding the needs of their business as much as the detail of the application.

Our product portfolio is centred on a full range of uninterruptible power supplies (UPS) and ancillary products, upon which our solutions are based. We are also committed to providing customers with professional and responsive after sales service and support through a network of highly qualified technical support staff.

To be considered for this role click the 'Apply Now' button or email your application to [hr@riello-ups.com.au](mailto:hr@riello-ups.com.au).