

Business Development Manager

Sales Department Central Region

Scope

This role will report to GM Sales: Public Sector and will be responsible for the sales and business development activities for the business focusing on the public sector and key account portfolios within the region.

Key Responsibilities

- Be the driving force and ambassador for Ontec's products, solutions and services portfolio both internally (employees) and externally (customers);
- Actively participating in building the customer growth strategy and sales execution plan for the Company, while setting specific customer strategies to ensure a winning formula;
- Develop sales forecast for responsible areas;
- Develop and implement a business plan to retain and grow all existing customers with complementary products and services (active farming);
- Develop and maintain a power and influence matrix for all customers;
- Call on targeted customers and promote the sale of Company products and services;
- Provide technical and commercial support to customers;
- Actively keep the marketing team updated on competitor's activities in relevant area across all products and solutions;
- Attend sales and company training on products and service to improve the knowledge required;
- Liaise with other departments throughout the Company to obtain required results and objectives;
- Manage the designated customers /territory to achieve all revenue and profitability budgets and objectives within defined time frames;
- Actively seek, convince and convert new customers and opportunities for the Company's products and services (active hunting);
- Take complete ownership for all tendered bids, proposals and quotations while working closely with the bids team and business line managers to ensure professional and timeless completion of these bids;
- Together with the bids team, develop and maintain a detailed tender price log for all competitors;
- Large scale contract negotiations on new tender awards;
- Ability to work on complex bids and lead a large team during capture activities.

Key Requirements

- Relevant tertiary qualification;
- 5-10 years of sales/ business experience - technical sales experience would be advantageous;
- Experience in the electricity metering industry and knowledge of Smart Meters, Smart Grid and Revenue Assurance Solutions;
- Previous experience and working knowledge of Software solutions and IoT
- Previous experience and knowledge of the utility industry and sales cycles will be advantageous;
- Effective and clear written and verbal communication skills - must be fluent in English;
- Ability to influence customers;
- Excellent interpersonal skills with high levels of self-motivation;
- Must be willing to travel extensively nationally and potentially overseas.
- Valid driver's licence and own car is a requirement.