

Role

Business Development Manager / A&D Specialist – NSW

Overview

Colebrook Bosson Saunders is a successful award-winning design and manufacturing company who specialise in elegant, ergonomic office equipment used globally. We have an exciting opportunity to join a high-performing, growing team and global market-leading brand.

Purpose of the Role

This role would be ideally suited to an individual who will lead initiatives to generate and engage with business partners to build new business for the company. This candidate will be focused on growing A&D specifications and supporting our dealer network.

Responsibilities will include but are not limited to:

- Identify project opportunities against specific sales targets
- Develop new relationships in an effort to increase sales opportunities
- Maintain existing business

Experience and Competencies

- Prior industry related business development experience is desirable
- Strong communication and interpersonal skills
- Proven knowledge and execution of successful development strategies
- Focused and goal-oriented
- Established network of contacts in specified industry would be advantageous

Characteristics

- Able to achieve results against measured goals
- Strong planning and organisational skills
- Flexible, self-motivated and approachable
- Demonstrates enthusiasm and accountability

Please forward all enquiries and CVs to chris.nicholls@cbsprodcuts.com.au