



<https://www.prestonhire.com.au/careers/business-development-manager-act>

Business Development Manager – ACT

Description

A LITTLE BIT ABOUT US ...

Allow us to introduce ourselves! Preston Hire is a leading business in the Hire & Rental Industry providing quality, specialised equipment to customers in the Construction, Infrastructure and Rail Industries.

We have built a reputation on delivering innovative and customised solutions to a vast array of industries and employ passionate, enthusiastic people to promote our brand with pride.

Our product range includes our renowned SuperDeck Retractable Loading Platforms, an impressive SuperCrane fleet of Hydraulic Crawler, Mini and Mobile Cranes, our SuperElevate equipment providing quality access gear and SuperEarthmoving Excavators!

WHAT IS THE ROLE?

We are actively seeking an experienced Business Development Manager to join our regional team.

This role will see you approaching the buoyant Canberra market with a solutions-based sales approach, focusing, and targeting the Construction, Utilities, Engineering, and Industrial sectors in order to meet our various product categories specific targets.

Responsibilities

TO BE SUCCESSFUL YOU MUST POSSESS...

- Existing relationships within vertical construction.
- A driven individual with a strong sense of purpose and relentless determination to chase new business.
- Previous experience working within the construction industry is essential
- Ability to maintain and manage customer relationships including but not limited to Tier 1 and 2 major construction companies
- Excellent time management with sound administrative skills.
- A win at all costs attitude, supported by the best product in the industry.

Qualifications

WHAT ARE WE LOOKING FOR?

You will be required to analyse client's needs and provide specialised technical solutions that will add value to their business. You will have a strong focus on business development and building relationships with key decision makers and influencers, furthermore you will act as the first point of contact for any client needs and ensure that their requirements are being met and always looking to go "above and beyond".

Date posted

June 11, 2024

Employment Type

Full-time

Job Location

Unit 4/4 Dupas Street Smithfield,
2164, Smithfield, NSW

You will possess strong problem solving abilities, a proven track record of achievement. You will also possess strong presentation and communication skills. Being a true business development professional, you will have the ability to identify new opportunities and build strong strategic relationships and work towards realistic set targets.

NEXT STEPS

We offer a fantastic opportunity to join a dynamic business who are expanding into new markets and always striving to do more.

If you are the person for this role, please send your current CV / Resume and a cover letter outlining why you would like to join the Preston Hire team.

We hope you are the person who will complete our team!