

## **Business Development Manager – Wellington Based**

Our client is looking for a Business Development Manager to present their integrated technology solutions to existing and potential customers throughout the Wellington Region.

You will have a passion for technology and learn new technologies quickly.

You are someone who can lead initiatives to generate and engage with business partners to build new business for the company. In addition to this, you are a candidate who is focused and has strong communication skills as well as being able to think critically when making plans and have a demonstrated ability to execute a particular strategy.

Our client is rapidly expanding the types of solutions they offer to their customers, so they will need you to be a part of that expansion.

It would be advantageous if you have experience in CCTV VMS systems, such as Milestone and/or Access control solutions, such as Gallagher.

### **Main Responsibilities**

- \* Selling technology-based solutions
- \* Identify partnership opportunities
- \* Develop new relationships in an effort to grow business and help company expand
- \* Maintain existing business
- \* Think critically when planning to assure project success

### **You will have the following skills and attributes:**

- \* 4+ years' prior industry related business development and/or sales experience
- \* Proven sales ability including outstanding negotiation skills, persuasive ability, and excellent communication skills
- \* A successful track record in account management
- \* Be professional (both in person and through the proposals and material produced)
- \* A focused and goal-oriented mindset
- \* Enjoy working in a fast-paced business

As a valued member of the team, you will have as much or little support as you need/desire and be kept at the forefront of technology advancements in all areas of the Security Industry.

Candidates must have a spotless criminal background, and full clean and current drivers licence.

Please submit your CV and a cover letter today, highlighting your relevant experience and achievements!

- Email directly to: [anne.smith@jobsmith.co.nz](mailto:anne.smith@jobsmith.co.nz) or [kayla.robinson@jobsmith.co.nz](mailto:kayla.robinson@jobsmith.co.nz)

To be considered for this role, an interview will take place and references will be conducted.

**We are only considering applicants for this position that have NZ residency or a valid NZ work visa.**