

## **BDM Western Australia**

### **Who is Beastwear?**

We are one of Australia's most successful and fastest growing custom-made sports clothing companies.

Established in 1974 and delivering unmatched solutions to sporting organisations of every code, as well as schools and corporate clients nationally. We require a dynamic Sales and Business Development Manager to drive growth in Western Australia.

### **Job Description**

This is an exciting opportunity for a Sales & Business Development expert who is looking for a stimulating challenge and has the desire to play a significant role within this expanding organisation and this amazing field of business.

Reporting directly to the National Manager your job responsibilities will include:

- Scoping your geographic market via cold-calling and face to face appointments to expand our market share and financial position
- Managing existing business relationships both internally and externally with clients to ensure effective review of customer needs
- Assist in reviewing and developing marketing campaigns and new product opportunities.

Based at our showroom in Windsor Gardens, the successful applicant **MUST** have prior sales experience in a business to business environment for sales of sports clothing or uniforms or promotional products, experience within these areas would be a definite advantage.

The successful applicant(s) will have an entrepreneurial mind-set, be exceptionally well presented and have strong relationship and time management skills as well as record keeping and negotiation skills.

### ***You will also have***

- Tertiary qualifications in Business Management or a similar discipline or min 2 years industry experience.
- Proven success as a business developer
- The desire to grow your sales skills.
- Good time management.
- Exceptional attention to detail
- The ability to work independently or as part of a high performing team.
- A strong customer focus - exceed their expectations.
- Be well presented
- Self-Motivated
- Intermediate or higher computer skills in MS Word / Excel /Outlook essential.

The successful applicant will receive full product, process and systems training.

The position would suit a people person who can easily communicate with people at all levels.

This is a Full-Time position

### **Job Offer**

- Attractive base salary + phone/laptop + car or car allowance + commission