Our company is growing rapidly and is looking for a business development service. To join our growing team, please review the list of responsibilities and qualifications.

Responsibilities for business development service

- Assist the Building Automation Sales Team in driving the sales of these initiatives into existing end user accounts and competitive accounts
- Follow through on sold projects to assure customer satisfaction
- Work with home office to develop customer presentations and lead these presentations with the sales team
- Research the competitor's offerings and understand and articulate our value proposition with respect to the competition
- Support local sales management in planning and forecasting on a routine basis
- Generate inbound and outbound marketing materials, including whitepapers, presentations and other marketing collateral
- Ensure coordinated and consistent customer engagements within accounts based on vertical and technology responsibilities
- Aggregate and analyze account roadmaps, opportunities, business models, and solutions, and facilitate collaboration and development of new offers within accounts
- Drive forecasting activities associated with strategic account planning and project management
- Responses to RFIs, RFPs, and requests for quotations, and subsequent RFP Defense decks / response material

Qualifications for business development service

- You must have the right to live and work permanently in Australia to be considered for this role
- 4+ years of experience in product management & product marketing at a reputable cloud/hosting services company a MUST
- Proven experience driving cross functional program teams against quarterly business objectives
- Must be able to understand and convey business and technical value versus product messaging
- Excellent verbal/written communication skills for dealing with other departments and third party consultants and vendors are preferred