



Business Development Manager

Dexion Systems Services is a leading Australian software solutions provider to the Logistics industry. We provide a range of WMS and WCS solutions to SME's, in addition to supporting a range of high-profile customers with up-grades and process improvement solutions.

The Business Development Manager is responsible for identifying and closing software and warehouse process improvement led opportunities in the Logistics sector (e.g. Warehouse Management and / or Control Systems.) This specifically includes researching opportunities, securing new business, reinforcing the market leading position of the company's solutions and building long term relationships.

The Opportunity:

This is an exciting opportunity for a Sales specialist with 5+ year's sales experience to sell to both new and existing clients. This is a highly consultative Sales role which requires engagement with key Business stakeholders at all levels as well as strong business acumen, commercial awareness and the ability to build a strong ROI case around a business solution relating to warehouse process improvements.

The Individual:

Key experience required

- Extensive track record of sales achievement within a Business Development role - from new and existing accounts
- Demonstrated sales experience within the IT services/professional services/consulting industries - ideally within the Logistics Software and warehouse process improvement space (although other sectors will be considered)
- Good understanding Warehouse practises and processes
- Proven hunter and client relationship management experience
- Ability to work within a small and flexible team
- Consultative approach to account development - experience with long sales cycles and developing ROI based solutions
- Experience with RFP's, RFI's etc

This represents an outstanding opportunity to drive your sales career with a leading agile software solutions organisation operating in a national market with explosive growth.

To apply send your CV to mike.dowd@dexionssystemsservices.com

No agencies please – we will only review direct applications.