




Business Development Manager | Wollongong


Employsure • Spring Hill NSW 2500

 Base pay
\$0 - \$0

 Work type
Full time

 Contract type
Not provided


Job details

 Date posted
31 May 2022

 Expired On
28 Jun 2022

 Category
Sales

 Occupation
New Business Development

 Base pay
\$0 - \$0

 Work type
Full time

 Job mode
Permanent

Full job description

- \$80,000 base, realistic OTE of \$160,000, high achievers earning over \$250,000+
- Innovative incentives such as high performer trips, car incentives and more!
- Highly autonomous, fully field-based role selling into SME businesses

The opportunity.

Employsure has experienced astonishing growth and success across ANZ over the last 10 years creating exciting opportunities within our New Business Sales Team. This role is designed for those who are eager to excel and are committed to exceeding expectations. As a result of our continued ANZ expansion, we are currently seeking a Business Development Manager to join our team in Wollongong.

As a Business Development Manager, you will identify, prospect and close small/medium sized businesses to Employsure's services. You will be selling Employsure's award winning HR, Work Health & Safety and Bright HR SAAS solution, to ensure Australia's SMEs are fully supported with their human resources/work health and safety needs through our subscription-based, cost-effective model. It is an offering that has seen us secure over 40,000 clients at group level, as well as welcome over 30,000 clients across ANZ in just 10 years. This makes us the market/industry leader in our area.

Plenty of companies talk about great earning potential, at Employsure, we walk the talk with a competitive base salary and a transparent commission scheme that sees performers earning comfortably in excess of \$160,000 per annum and high achievers earning \$250,000 and beyond!

What are we looking for?

A successful Business Development Manager at Employsure is capable of:

- Self-sourcing new business leads through multiple ways including cold calling, networking, referrals, referral partners/events etc.
- Meeting clients face to face to pitch/close new business for Employsure
- Being highly autonomous and able to be self-sufficient when it comes to their time and diary
- Consulting business owners at all levels from various industries and adapt style accordingly

The right person will have

- 3+ years experience selling in ideally a B2B, face-to-face selling role predominantly searching for new business prospects
- A hunger to drive, deliver and over-achieve on new business sales targets!
- Excellent communication, relationship building and interpersonal skills
- A passion for working in new business development

What you will get in return.

- A competitive base salary and an incredible commission scheme. You earn on every dollar you make for us, which sees our BDMs earning on target \$160k with higher performers earning well in excess of \$250k and above per year
- Extensive professional product training and ongoing coaching
- Incredible incentives for high performers, including annual trips, quarterly bonuses of up to \$25k, yearly car incentives and more!
- Car allowance
- Quarterly conferences and events along with yearly sales conferences and award ceremonies!
- An additional 5 annual leave days after 2 years of service, increasing by 1 additional day yearly until you hit your 10 year anniversary (10 extra days in total max)
- An active social committee dedicated to organising company & state wide events & celebrations
- Many additional benefits after 2 years of service including paid parental leave, further education allowance, volunteer leave & financial support to name a few

Why join Employsure?

Our vision is to Build Better businesses starting with our own. Employsure is committed to nurturing a diverse and inclusive culture of opportunity. We encourage applications from people of culturally diverse backgrounds, people who identify as LGBTQI+, people of Aboriginal and Torres Strait islander origin, and people with disabilities.

The opportunities are endless, with personal and professional growth being one of our top priorities. In addition, we offer our employees remarkable

benefits. If you are looking for a role that can match your ambitions, we want to hear from you.

With a global track record of over 30 years of success, this is your chance to join an industry leader who prides itself on expertise and innovation at an exciting time in the Australian and New Zealand market.

Become a part of our exciting journey. Apply now