

Business Development Manager

“Rare opportunity to join an expanding Global Network ” with:

- * Full-time permanent **Business Development Manager** Position available - Hybrid working style
- * Diverse, inclusive and supportive work environment - Ongoing training provided and career development opportunities
- * Company Values of Integrity, Safety, Excellence & Innovation

What's on offer?

A fast paced role with **Nautical Shipping Pty Ltd**, part of the Leeward Group, where you will be aligning yourself with like-minded high performing individuals. This is a collaborative and close-knit team that is thoroughly engaged in the business. You will be led and mentored by a hands-on team that are invested in ensuring that you learn and develop your shipping industry skills, and that your experience is continuously developed. With your success and achievements valued, you will be rewarded for your hard work and dedication. Here's some of our employee value adds:

- A flexible work environment that emphasizes work/life balance
- Great team culture
- Access to our learning academy with over 80,000 courses
- Career pathway planning program to help you hit your career goals
- Extensive Employee Assistance Program
- Social events
- Employee discount program including discounts on everyday needs and memberships
- Employee reward and recognition program
- Top notch remuneration and benefits package

What's the Role?

As the **Business Development Manager** (VIC/SA) reporting directly to the Commercial Director, you will be involved in/or have:

- A minimum of 5 years sales experience in freight , supply chain and other industries considered
- A proven successful sales track to converting new qualified leads into ongoing business.
- Excellent communication skills - written and oral
- An excellent understanding of and ability to achieve KPI, sales targets and budgets
- A demonstrable capability to gain new customers and maintain existing customers
- Ability to identify, target and build business in the Victoria and South Australian markets
- Generating and providing official quotations to customers
- Planning and managing your day, week and month to achieve results using our CRM system
- Maintaining and updating sales information
- Reporting sales planning and activity in local and regional areas

Want to Find Out More?

Website: <https://nauticalshipping.com.au/>

LinkedIn: <https://www.linkedin.com/company/nautical-shipping-pty-ltd/>

LinkedIn: <https://www.linkedin.com/company/leeward-group-pty-ltd/>

Questions: careers@leeward-group.com.au / 07 3180 6310

Please address your application to: People & Culture Coordinator.

** Please note that we **ONLY** accept applications through the apply button

Role Type

Hybrid • Permanent • Full-time • Mid-level Senior

Company Overview

We provide our principals and customers with comprehensive shipping and associated services. We deliver these services with competency and experience, supported by personalised customer service and market leading digital initiatives. The Leeward Group, including Quay Shipping and Nautical Shipping, has decades of combined knowledge and expertise and provides unequalled shipping agency services to our customers. Leeward - Leading the Way.