

Business Development Manager

An exciting opportunity has become available for an enthusiastic & innovative Business Development Manager to join a creative production company.

Corporate Theatre is a specialist event management company providing innovative event and conference solutions, both nationally and internationally to a large corporate client base. We are seeking a motivated and highly proactive sales professional to strategically promote and sell Corporate Theatre products and services to the market in the rewarding role of Business Development Manager. Reporting directly to the Director of Events you will have responsibility for the proactive development of predominately new business as well as maintaining existing client relationships.

The Role:

- Sales process – lead generation, follow up new business opportunities and setting up client meetings & presentations, establishing and maintaining working relationships, attendance at industry networking events, support event quotations and proposals including industry tenders.
- Developing key internal relationships with Managing Director, Director of Events, Director of Audio Visual and Manager Sets & Scenery and overall Production Team.
- Creative writing ability to complete presentation

Person Specification:

- You will require previous experience in a proactive sales environment within the hospitality/events sector;
- You will be comfortable creating leads, cold-calling, face-to-face pitching and presentation of new business proposals & event concepts;
- Previous role working to targets, KPI's and delivering results in line with budgets and forecasts;
- Motivated by a passion for the event services industry;
- Good communication skills, both written and verbally including proven negotiation skills and persuasiveness;
- Understanding the industry market and competitor products;
- Excellent interpersonal, administration, IT and all-round organisational skills including time management;
- Knowledge of event operations, logistics, venue management etc;
- Personable, professional and always well-presented;
- Above all, you must be self-motivated and proactive in all areas of work

An immediate start is available.

A covering letter and resume describing your past experience and listing your educational qualifications is essential.

Please forward written applications to Director of Events, PO Box 234, Burswood WA 6100 or via email employment@corporatetheatreproductions.com.au

Please note, only candidates with skills relevant to our client's expectations will be contacted

www.corporatetheatreproductions.com.au