



Arinex Pty Ltd
Business Development Manager, CSE
(Sydney)

Corporate and
Special Events

are you ready to...
invest in an...
exciting new career with...

Australia's leading event management organisation?

Join Arinex as our new **Business Development Manager (CSE)** in our Sydney office!

Arinex, **A**rchitects of **I**nspiring **E**xperiences, is seeking an experienced Business Development Manager to join our spirited Corporate and Special Events team. This role creates an exciting opportunity to drive new business growth and repeat business opportunities within the stand-alone meetings, special events and incentives markets with a focus on corporate and special events.

Desired Skills and Experience

- Proven business development skills; creating, nurturing and converting leads.
- The ability to build relationships and trust with clients.
- Experience in delivering innovative client-focused solutions tailored to client needs.
- Demonstrated ability to present and influence credibly and effectively at all levels of an organisation, including the executive level.
- Competency in using MS Office applications and CRM databases.

To be successful in the role you will be:

- A talented, highly driven and experienced negotiator.
- Exceptionally organised with solid analytical and planning skills.
- Outstanding attention to detail.
- An expert on Australian event products including destinations, venues and other event services.
- Well presented with excellent verbal and written communications skills.
- Comfortable working autonomously in a supportive, collaborative environment.

Why join Arinex?

The Arinex culture is dynamic, fast paced, fun and has a friendly team environment with like-minded people. We offer a work environment that encourages a sense of identity and a sense of enjoyment. As leaders in our field we pride ourselves on the ability to work hard both as a team, and also on our own, to achieve great things for our clients and our staff. We believe in developing our staff to achieve their full potential whilst having fun along the way. Our staff enjoy substantial training, professional development and promotion, advanced support systems and technology infrastructure, and travel experiences. To learn more about our exciting company visit our website www.arinex.com.au.

All applications should be supported with a cover letter (stating your salary expectations) and a copy of your current resume. **Follow this link to submit your application via LinkedIn:**
[Business Development Manager - Apply Here](#)