



Arinex Pty Ltd Business Development Manager (Melbourne)

Are you ready to take your sales career to new heights within the MICE industry?

We are looking for a Melbourne based charismatic and energetic **Business Development Manager** to join our growing national business development team.

A market leader in our field, we thrive on building personable relationships, utilising our creativity and imagination to proactively showcase our world class service to prospective clients. We provide you with a support system that enables you to focus on being the face of our Company in a rewarding and results driven sales role.

If connecting with clients from an array of industries, the sense of achievement that comes with securing future business, plus the potential to earn big \$ excites you, then we would love to meet you.

Desired Skills and Experience

To be successful YOU will have:

- A proven track record for development and management of successful sales strategies.
- Demonstrated credibility when building professional relationships, preferably within the conference & events industry.
- Strong planning and organisation skills, essential to meeting deadlines.
- A talent for presenting and winning negotiations.

To be successful in the role YOU will be:

- An experienced business development / sales professional who smashes targets.
- Able to demonstrate customer focus, with an eye for detail.
- Highly driven and thrive within a fast-paced environment.
- A creative forward thinker, with a solutions focus.
- An expert in operating Salesforce or similar CRM.

You will have the opportunity to:

- Join a growth organisation with a renowned and reputable brand.
- Enhance your career with challenging and rewarding experiences.
- Be part of an engaged and collaborative team; inspired to make a difference to our clients, partners and local communities.
- Receive a rewarding and competitive remuneration package.

Inspired?

Submit your application with a cover letter (stating your salary expectations) and a copy of your current resume. **Follow this link to submit your application via LinkedIn: [Apply Here](#)**



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About Arinex

The Arinex culture is dynamic, fast paced, fun and has a friendly team environment with like-minded people. 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. Staff are able to enjoy substantial training; professional development and promotion; advanced support systems and technology infrastructure; & travel experiences. We pride ourselves on providing a work environment that encourages a sense of identity and a sense of enjoyment.



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