



**Arinex Pty Ltd**  
**Manager, Business Development**  
**(Sydney)**

*Are you ready to be the number one sales professional in the MICE industry, with growth opportunities into a senior leadership role?*

We are looking for a Sydney based charismatic and energetic **Business Development Manager** to lead a team of 10 + sales professionals and set the Business Development Strategy for Arinex.

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.

This role is perfect for an experienced sales leader with a deep understanding of the MICE industry. If building a high performing team, whilst connecting with clients from an array of industries and the potential to earn big \$ excites you, then we would love to meet you.

**Desired Skills and Experience**

**To be successful YOU will have:**

- An inspirational leadership style, with a proven track record for growing a high performing sales team.
- Success in the development and management of successful sales strategies.
- Demonstrated credibility when building professional relationships, preferably within the Association industry.
- Demonstrated marketing and brand awareness, particularly with digital platforms.
- 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.
- Strong planning and organisation skills essential to meeting deadlines.

**You will have the opportunity to:**

- Join a growth organisation with a renowned and reputable brand.
- Embrace a leadership role with diverse, 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: [Manager, Business Development - APPLY HERE](#)**



## 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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