



Arinex Pty Ltd
Business Development Manager (Perth)
14 Month Contract

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

We are looking for a Perth based charismatic and energetic **Business Development Manager** to join our growing national business development team. This role is a 14-month contract.

We are one of Australia's longest-standing and reputable event management companies. We have specialist expertise across conference and association management, conference design, planning and delivery, destination management, social programs, sponsorship and exhibitions, registration and accommodation and event technology. If connecting with clients from an array of backgrounds and professions interests you, plus the ability to secure future national and international business, 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 both within the industry and with clients.
- Strong planning and organisation skills, essential to meeting deadlines.
- A talent for presenting and winning negotiations.
- Excellent written and verbal communication skills

To be successful in the role YOU will be:

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

You will have the opportunity to:

- Join a growing 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 to hr@arinex.com.au

About Arinex

Arinex has built a respected reputation for delivering inspiring experiences and total event solutions over four decades. The Arinex culture embraces a fast pace that encourages innovation and imagination. We are a culturally diverse and a creative community of industry experts. As leaders in our field we pride ourselves on the ability to work smart to achieve great outcomes for our clients and our staff. We believe in developing our staff to achieve their full potential whilst having fun along the way. Staff enjoy substantial training; professional development and promotion; advanced support systems and technology infrastructure; and travel experiences. We pride ourselves on providing a work environment that encourages a sense of identity, achievement and enjoyment.



Architects of Inspiring Experiences
Brisbane • Melbourne • Perth • Sydney