



Arinex Pty Ltd Business Development Manager (All Capital Cities)

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

We are seeking a results-driven and personable **Business Development Manager** to join our growing national Business Development team. This role is full-time and applicants will be considered from all Australian capital cities (preferably Sydney, Melbourne, Brisbane and Perth).

Arinex is one of Australia's longest standing and reputable PCOs and 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, event technology and virtual event solutions.

If connecting with clients from the association sector interests you, plus the ability to secure future national and international conferences and events, then we would love to hear from you.

To be successful you will have:

- A proven track record for business development, account management and implementation of successful sales strategies.
- Demonstrated credibility in building strong professional relationships both within the events industry and with clients across professions and at all levels of their organisations.
- Strong organisational, analytical and planning skills with the ability to prioritise and meet deadlines.
- Experience in delivering innovative client-focused solutions based on client needs.
- A talent for presenting and winning negotiations.
- Excellent written and verbal communication and administrative skills, particularly in the area of proposal writing.
- Knowledge of venues and suppliers within the events industry.

Qualifications, Knowledge and Skills:

- Experienced business development / sales professional who achieves targets.
- Ability to demonstrate customer focus, with exceptional attention to detail and accuracy.
- Highly driven and thrive within a fast-paced environment.
- Proficient in MS Office applications and experience in Salesforce or similar CRM software.
- Knowledge in virtual and hybrid events, preferable.

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?

To be considered for this role, please use the following link to download and complete the application form: [Arinex Application for Employment](#). Then submit this application form as a MS Word file, with a Cover Letter and CV via LinkedIn: [Apply here](#)



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About Arinex

Arinex has built a respected reputation for delivering inspiring experiences and total event solutions for nearly five decades. The Arinex culture embraces a fast pace that encourages innovation and imagination. We are a culturally diverse and 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.



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