



Arinex Pty Ltd Business Development Manager (Brisbane)

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

We are seeking a Brisbane based, results-driven and personable **Business Development Manager** to join our growing national Business Development team. This role is full-time and based in our Brisbane office.

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 interests you, plus the ability to secure future national and international business, then we would love to meet you.

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, verbal communication and administration skills.
- An ability to present the Arinex product to a wide range of organisations and volunteer bid leaders from the medical and scientific sector, academia, professional and trade associations.

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.
- 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?

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 Seek: [Apply Here](#)

Interviews will be conducted on Thursday 19 and Friday 20 September 2019. Applicants must be available on one of these days.

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 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