Business Development Manager – IT Solutions - Financial Services

Huge Earning Potential (OTE $400K)
Autonomous work environment
Innovative ICT Company with own IP

BIT Group is one of Australia's fastest growing privately owned unlisted ICT consulting and services company that delivers cost effective focused business solutions combining Consulting, Technology and Software Solutions.

Due to continued growth, we are looking to expand our Sales team and are currently looking for a number of Sales Executives/ Business Development Managers (BDM) in QLD, NSW, ACT, VIC and WA.
The Business Development Manager (BDM) is an important position in BIT Group, the purpose of which is to generate business opportunities with new private, public and government clients.

We are looking for a Business Development Managers (BDM) who are self-starters, with previous experience in a sales role and with the ability to manage multiple channels. You will need to be outcome focused and will be capable of thinking both tactically and strategically.

Key Responsibilities

This Business Development Manager (BDM)position has the following core responsibilities

- Identify and attract new clients.
- Identify new business opportunities within existing clients
- Identify and assist with marketing activities
- Work collaboratively with technical teams to ensure identified opportunities are practical, deliverable and supportable
- Maximise revenue and profitability while upholding BIT Group' core values

To be successful in this role of Business Development Manager you will need to have the following skills

- At least 3 years' experience in a Sales role/Business Development Manager (BDM) role.
- Ability to hit budgeted targets
- Deep understanding of the Sales Cycle
- Corporate enterprise sale experience
- Ability to build long term relationships
  and bring with you existing relationships
- Advanced skills in Microsoft Office 2007 or
  above, in particular: Word, Excel & PowerPoint
- Highly developed written and oral
  communication skills
- An understanding of IT principles

In addition to this the ideal candidate will have the following skills

- Demonstrable skills in Microsoft, IBM, SAP, Oracle or similar IT Product sales or
- Demonstrable skills in at least one IT service sales, including but not limited to the following:
- Microsoft - Dynamics CRM, SharePoint, Business Intelligence
- SAP - Business Intelligence

If you are keen for your next challenge, and want the opportunity to work in an environment where you can really make a difference and get the rewards for it, please contact hr@bitgroup.com.au

BIT Group has offices all around Australia, so we are keen to hear from you.