

Job Description - Business Development Manager

Office: Sydney

Type: Full Time Permanent

Reporting to: Chief Revenue Officer

About GRC Solutions

At GRC Solutions, we specialise in delivering world-class governance, risk, and compliance training solutions designed to meet the unique challenges of modern businesses. Our award-winning adaptive compliance training and software solutions empower organisations to navigate complex regulatory environments with ease and efficiency. As industry leaders, we pride ourselves on innovation, collaboration, and delivering exceptional value to our clients.

The Role

We are seeking a motivated and results-driven Business Development Manager to join our dynamic team. In this pivotal role, you will be at the forefront of driving our growth by identifying new business opportunities, building strong relationships with clients, and expanding our market presence. You will work closely with our sales, marketing, and product teams to align business objectives and deliver tailored solutions that exceed client expectations.

Responsibilities

- Identify and develop new business opportunities by researching market trends and potential clients.
- Build and maintain strong relationships with prospective and existing clients, acting as a trusted advisor for their compliance needs.
- Develop and implement strategic plans to achieve sales targets and expand market share.
- Present GRC Solutions' products and services to clients, articulating their value and impact.
- Collaborate with internal teams to develop tailored proposals, ensuring client needs are met.
- Represent GRC Solutions at industry events, conferences, and networking opportunities.
- Maintain up-to-date knowledge of the GRC landscape, regulatory changes, and competitor offerings.
- Provide accurate sales forecasts and regular performance reports to senior management.

About You

- Proven experience in business development, sales, or account management, preferably in the GRC, SaaS, or compliance industries.
- Strong understanding of governance, risk, and compliance concepts and their relevance to businesses.
- Excellent communication, presentation, and negotiation skills.
- Ability to build and nurture relationships with stakeholders at all levels.
- Strategic thinker with a proactive and results-oriented mindset.
- Self-motivated, with the ability to work both independently and as part of a collaborative team.
- A degree in business, marketing, or a related field is advantageous.

What We Offer

- Competitive salary and commission structure.
- Opportunities for professional development and career progression.
- A supportive and inclusive work environment.
- The chance to work with a market-leading organisation making a difference in compliance and risk management.
- Regular social events and team gatherings
- Professional office premises with harbour views, conveniently located in the Sydney CBD near Wynyard Station and Barangaroo.

- Free access to the onsite recreation and wellness facility which features luxury end of trip facilities, a quarter length basketball court, sports lounge, golf simulator, peloton bicycles, HIIT, Pilates and yoga classes.

Our Culture

GRC Solutions is proud of our diverse and inclusive team. Our people come from a range of backgrounds, and all bring their unique skills and experience to contribute to a high performing culture. We seek to provide opportunities for growth and development along with interesting work with amazing clients.

GRC Solutions is an equal opportunity employer and welcomes applicants from all backgrounds to apply. We are headquartered in Sydney with offices in Melbourne, Perth, and Singapore.

How to Apply

Interested candidates are invited to submit their resume via LinkedIn or via careers@grc-solutions.com. Please include "Business Development Manager Application" in the subject line.

Applicants must have the right to work in Australia.

Note: This job description is intended to convey information essential to understanding the scope of the position and is not an exhaustive list of skills, efforts, duties, responsibilities, or working conditions associated with it.

Join GRC Solutions and help shape the future of compliance training!