

Job Description - Business Development Manager

Office: Sydney

Type: Full Time Permanent Hybrid

Reporting to: Chief Revenue Officer

About GRC Solutions

GRC Solutions is a premier provider of compliance eLearning solutions in the Asia Pacific region, currently in the scale up phase of growth, dedicated to helping organisations navigate complex regulatory environments effortlessly. With a commitment to innovation and client service excellence, we empower businesses across industries to cultivate a culture of compliance through powerful software and engaging and effective compliance training programs.

We are looking for an energetic Sales professional with the ability to display logical thinking to solve customer needs. You will be responsible for generating new business by prospecting clients among a defined territory across the public and private sector in the Australian market for our compliance eLearning solutions and eLearning technology.

Your primary function will be to prospect, develop, manage, and expand key B2B relationships, finding, pursuing, and closing new leads for the business. You will utilise your networking and prospecting ability to establish and maintain professional relationships to ensure successful outcomes for our business.

You will have autonomy and opportunity to develop and grow your territory by positioning our content and technology solutions, actively generating and managing new accounts and market opportunities. With our structure and strong team culture you will have regular access to the Executive Leadership and input into sales and marketing strategy.

Responsibilities

- Achieve and exceed your sales targets with a proven solution set, growing the Compliance Learning proposition in the ANZ market. Assist the team to achieve/exceed team revenue targets.
- Formulate sales plans and marketing strategies for your target market.
- Maintain a strong pipeline of opportunities and display a high level of CRM hygiene by maintaining sales, prospect and opportunity management information in GRC Solutions' CRM system.
- Prospect and identify potential new clients through various channels, including digital marketing, networking events, and industry conferences
- Engage in networking opportunities at industry events and forums, and provide industry insights back to the team.
- Manage and grow existing accounts utilising your upsell and cross-selling skills.
- Identify target markets and develop prospect lists from which to generate sales with new clients, including through cold calling and prospecting.
- Develop and maintain an excellent knowledge of our solutions and services. Understand competitors' offerings, have a clear understanding of the market evolution, and be able to define the key differentiators of our solutions and services.
- Create awareness about GRC Solutions & Salt Learning among potential clients through events, networking, and industry forums
- Respect, represent and act according to our business culture and values.

As a successful Business Development Manager, you can expect

- To identify a greenfield and manage the opportunity through to close for our solutions.
- An attractive base salary plus generous commission.
- A highly active content and software development, marketing and sales team supporting business development activity.

- The opportunity to provide your clients with award winning eLearning solutions.
- Dynamic, team-based environment with a strong focus on our people and our clients.

Key Relationships

- The role reports to the Chief Revenue Officer and you will work closely to develop accurate sales forecasts and account plans.
- You will work with the Head of Marketing to ensure appropriate messaging and communication is being developed along with sourcing the resources required to exhibit at conferences.
- Work with the Content Team project manager, communicating client feedback and market requirements.
- Work with other vendors in the sector for referral partners or potential reseller purposes.

Attributes, Skills, Qualifications & Experience we look for

You will be an engaging and highly motivated individual, with strong interpersonal skills, enabling you to work with senior staff on the client side.

- Strong business acumen - must be able to connect with senior personnel in the client organisations. Ability to consult and negotiate on client contracts.
- Minimum 3 years successful sales/business development/account management experience in Learning Management Systems (LMS) or a related sector within ANZ region.
- Experience working with financial institutions and large corporates.
- Fluent with technology, with the ability to quickly learn the GRC Solutions content and technology and demonstrate them to clients confidently.
- Ability to learn and to put the learning into practice, willing to be creative and try different techniques to achieve success.
- Strong presentation skills – presenting to senior executives in client organisations face to face and remotely.
- Strong communication skills – must be able to develop compelling proposal documents.
- Proven solution selling skills, with strong influencing, persuasion, and negotiation skills.
- Previous work experience in the Brisbane and/or Schools market would be an advantage
- Culturally aware, with high personal integrity.
- Resilient, persistent, reliable, and able to be creative with solutions for our clients.
- Able to travel to client sites as required and where possible.

What We Offer

- Competitive salary and benefits package.
- Opportunity to work with a passionate and talented team.
- Professional development and growth opportunities.
- Flexible work environment.
- Conveniently located office in Sydney CBD near Wynyard Station and Barangaroo with harbour views.
- Free access to the new recreation and wellness facility which features luxury end of trip facilities, a quarter length basketball court, sports lounge, golf simulator, peloton bicycles, 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 and a cover letter outlining their relevant experience and qualifications to 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.