

Position – Business Development Manager

Do you enjoy working in a growing and fast-paced technology company? If you're looking to apply your passion for solution selling to drive the growth of a leading cloud software solutions provider, this could be the opportunity you've been waiting for.

About JCurve Solutions

JCurve Solutions (JCS) was formed to empower business growth and profitability, through our award-winning business software products that more effectively manage costs, reduce business inefficiencies and improve the bottom line.

Our cloud-based ERP and TEMS business management solutions are designed for companies who may have outgrown their accounting only software, are working with multiple, disparate systems, or simply looking to improve their business performance.

The ERP solutions we provide include the #1 global cloud ERP business software suite, NetSuite, of which we're one of Australia's largest partners, an exclusive small business edition of NetSuite, JCurve ERP, and MYOB Advanced.

JCS is publicly listed on the ASX and going from strength to strength, with continued growth forecasted. The JCurve Solutions culture concentrates on celebrating each other's success, taking decisive action and acting as one.

The Role

The BDM role is ultimately responsible for achieving and exceeding the sales revenue targets.

This will involve responding to inbound enquiries from prospective customers as well as executing outbound tactics and activities to targeted prospects. You will be responsible for attaining key data to qualify the prospect and generating a qualified pipeline of ongoing sales opportunities.

As part of a highly motivated team, this role reports directly to the Head of Sales, and works closely with Presales, Marketing and Professional Services.

The primary objective is to attain and exceed sales revenue targets.

Included Responsibilities

- Achieve sales targets, conversion metrics and satisfied customers
- Accurately forecast business results and ensure all relevant information is recorded in the CRM/ERP system
- Engage with prospective customers via both inbound and outbound activities
- Expertly research companies and contacts via the internet, social media and other sales resources
- Take responsibility for creating your own pipeline of opportunities via outbound calling, use of social media, and networking
- Qualify prospects based on business needs and priorities matched to our capabilities. Progress opportunities through the sales cycle to successful sales
- Professionally communicate with all appropriate levels of decision makers and influencers, managing stakeholders and resources effectively
- Collaborate with Marketing and Sales leadership to execute targeted new business campaigns
- Effectively communicate with prospects in a consultative selling environment
- Accurately forecast business results and ensure all relevant information is recorded in the CRM/ERP system
- Actively contribute positively to the culture and values of the company

Skills & Attributes

- At least 5 years' experience in direct or indirect sales
- Strong verbal and written communication skills
- Strong organisational skills and proven ability to work under pressure
- A minimum of five years of experience in a similar role with a demonstrated track record in which the candidate met or exceeded quota/target metrics
- Recent experience in software technology, marketing automation, e-commerce, CRM or ERP software an advantage
- Understanding and experience in SMB, and Wholesale Distribution companies an advantage
- A love of hunting for new opportunities and developing new customer relationships
- Technical ability to understand overall presentations, demonstration, business requirements, competitive differentiation.

What's On Offer?

This is an exciting opportunity to join a market leading cloud software solutions provider poised for accelerated with a strong focus on company culture and growth. If you are looking to build your industry knowledge, work with a passionate and forward-thinking team, and define your career in the rapidly expanding cloud software market, we want to hear from you.

You will join a company of dedicated, enthusiastic individuals who enjoy working as one and celebrating each other's successes, within a team that values collaboration, trust, and making it happen.

How to Apply?

Send your resume, a short introduction and the details of the position or area for which you're applying to hr@jcurve.com.au - we look forward to hearing from you!