



## Business Development Manager

Disttech is a software solutions provider to the Logistics industry. We provide a range of WMS and WCS solutions to SME's, in addition to supporting a range of existing customers with up-grades and process improvement solutions.

As the Business Development Manager, you will be responsible for identifying and closing software and warehouse process improvement led opportunities in the Logistics sector (e.g. Warehouse Management and / or Control Systems). In addition you will prospect for new business, develop the strategic position of the company's software and service solutions within the region and build long-term relationships.

### **The Opportunity:**

Seeking an established sales specialist with 5+ year's sales experience to sell to both new and existing client base. This is a highly consultative sales role, where you will be required to engage key Business stakeholders at all levels. The role requires strong business acumen, commercial awareness and the ability to build a strong ROI case around a business solution relating warehouse process improvements .

### **The Individual:**

Key experience required

- Extensive track record of sales achievement within a Business Development role - from new and within existing accounts
- Demonstrated sales experience within the IT services/professional services/consulting industries - ideally within the Logistics Software and warehouse process improvement space (although other sectors will be considered)
- Good understanding Warehouse practises and processes
- You will be a proven hunter and relationship manager with strong conceptual and analytical skills
- Ability to work within a small and flexible team
- Consultative approach to account development - experience of long sales cycles and developing ROI based solutions
- Experience with RFP's, RFI's etc.

This represents an outstanding opportunity to develop your sales career within a small but flexible and agile software solutions organisation that is operating in a growth market.

On the job training and technical support will be provided in regard to the companies offerings.

If you believe that this is an opportunity for you and you possess these skills, please send your CV to [mike.dowd@disttech.com.au](mailto:mike.dowd@disttech.com.au)