

Business Development Manager

Description

A LITTLE BIT ABOUT US ...

Allow us to introduce ourselves! Preston Hire is a leading business in the Hire & Rental Industry providing quality, specialised equipment to customers in the Construction, Infrastructure and Rail Industries.

We have built a reputation on delivering innovative and customised solutions to a vast array of industries and seek passionate, enthusiastic people to promote our brand with pride.

Our product range includes our renowned SuperDeck Retractable Loading Platforms, an impressive SuperCrane fleet of Hydraulic Crawler, Mini and Mobile Cranes and our SuperElevate equipment providing quality access gear.

We work hard and we have fun. We believe in the constant pursuit to find a better way and reinforce that our customers can always count on us.

WHAT IS THE ROLE?

As a result of organic growth and expansion, we are actively seeking an experienced **Business Development Manager** to join our VIC team.

This role will see you approaching the market with a solutions based sales approach, focusing and targeting on the Construction, Utilities, Engineering and Industrial sectors in order to meet your sales targets.

WHAT WE ARE LOOKING FOR?

We want people who work hard and believe in our business. Our people have "yellow in their veins" and work tirelessly to meet customer expectations and live the Preston Hire values.

You will be required to analyse client's needs and provide solutions that will add value to their business. You will have a strong focus on business development and building relationships with key decision makers and influencers, furthermore you will act as the first point of contact for any client needs and ensure that their requirements are being met and always looking to go "above and beyond".

You will possess a strong technical sales background along with a proven track record of sales achievement ideally within the hire or similar industry. You will possess strong presentation and communications skills and have the ability and confidence to present to all levels of management. Being a true business development professional you will have the ability to identify new opportunities and build strong strategic relationships and work towards realistic set targets.

NEXT STEPS

We offer a fantastic opportunity to join a dynamic business who are expanding into new markets and always striving to do more.

Hiring organization

YELLO Equipment

Job Location

38 Sunline Dr., 3029, Truganina, VIC, Australia

Date posted

May 25, 2020

Valid through

30.06.2020

Salary and package negotiable for the right Business Development Manager.

If you are the person for this role, please send your current CV / Resume and a cover letter outlining why you would like to join the Preston Hire team to resume@yelloequipment.com

We hope you are the person who will complete our team!