

December 2023



Ready to step up your career and take on a new challenge? Join a growing team within one of the world's experts in fenestration technology software.

## Business Development Manager

- A committed software development company within the window and door industry for over 30 years.
- Delivers cloud-based engineering applications used to design, estimate, and manufacture windows.
- A team of skilled professional experts in their fields who strive for quality and excellence.

### ***Our client...***

Our client has been in the window and door industry for over 30 years and delivers desktop, mobile and cloud-based engineering applications which supports a lot of top-tier manufacturing companies and is being used worldwide. They are now looking for an enthusiastic Business Development Manager who will be part of their continuously growing team.

### ***What they Offer***

Being a forward-thinking company that thrives on seeing their people develop and believing that effort should always be rewarded, they are offering the right person with drive and enthusiasm the following:

- Competitive annual salary plus incentives
- Superannuation plus tools of trade
- Opportunities for career progression

### ***Your Responsibilities***

Based in Melbourne, and reporting to the Managing Director – Asia Pacific, this role will be primary responsible for searching out new opportunities and getting clients to uncover unmet needs and challenges that we can solve through our products and services including:

- Discovering new opportunities and business needs and turning them into actual sales of company's products and services.
- Working with small to enterprise level window and door companies throughout APAC.
- Partnering with internal stakeholders to ensure successful delivery of the customers' deals.
- Working with the wider Sales team in a pre-sales process.

### ***What you will bring***

This full-time position will suit someone who has the following attributes:

- Strong understanding of the window and door industry, technology, and gadgets working with and/or calling on companies in this space.
- Ability to build relationships with senior managers and decision makers at all levels.
- Ability to build relationships and lead cross-functional work teams, coachable and willing to learn from others.
- Exceptional problem solving and decision-making skills, and ability to manage and explain complex solutions.
- Ability to work in a fast paced and constantly changing environment.

### ***Sound like you?***

Then what are you waiting for? Hit the apply button to send a covering letter addressing the selection criteria and an up-to-date resume quoting reference No. KE 0350 or call David Esler on 0420 905 580 for a confidential discussion.

**Kaizen Executive**

p: 0420 905 580

e: [david.esler@kaizenexec.com.au](mailto:david.esler@kaizenexec.com.au)

w: [www.kaizenexec.com.au](http://www.kaizenexec.com.au)



• recruit for attitude •