

# Business Development Specialist – Custom Solutions (ANZ)

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## Description

We are seeking a highly driven sales-focused individual with a proven track record in custom eLearning sales.

You will build key client relationships and exceed aggressive monthly sales targets to deliver high-value contracts and exceptional learning solutions and services. You will be joining an internationally recognised brand that provides world-leading products and services to global clients. This is primarily a New Business role but you will also be managing and developing long term relationships with your clients.

## Specific Responsibilities

- Drive and close sales to meet aggressive monthly sales targets.
- Develop a full understanding of the **PulseLearning** client base, market focus, partners and product offering.
- Follow up on inbound leads for the Australia/New Zealand market
- Establish an ongoing pipeline of new sales opportunities.
- Leverage business acumen, sector knowledge and experience to establish and enhance relationships with key contacts and decision makers at prospective customer accounts.
- Lead the sales process from initial client contact through transition contract signing, project execution and contract renewal.
- Provide clear, concise and accurate weekly reporting through the CRM system.

## Required Experience and Skills

- Demonstrated sales record of in excess of AUS \$1 million a year
- 3+ years' experience selling and managing clients
- Demonstrated experience in selling learning solutions
- Excellent application of sales principles, styles and techniques. You will be persistent, resilient and absolutely sales focussed – you don't get distracted.
- Outstanding presentation, communication and analytical skills
- Demonstrated history of consistently delivering on expectations for growth and profitability
- Ability to quickly generate a high-quality pipeline
- Ability to establish and maintain strong client and team relationships working in a virtual environment