



## Senior Business Development Manager

### About AusDiagnostics

Headquartered within Sydney Australia, AusDiagnostics is a leading manufacturer of a range of molecular diagnostic instrumentation and reagents servicing human, veterinary and food diagnostics markets. We are committed to achieving excellence in all that we do, with the primary goal of improving patient healthcare within society.

<b>JOB TYPE:</b> Full time
<b>DEPARTMENT:</b> Sales & Service
<b>LOCATION:</b> Mascot, Sydney
<b>MAIN DUTIES/RESPONSIBILITIES:</b> <ul style="list-style-type: none"><li>• Maintaining and developing strong relationships with existing and potential AusDiagnostics customers</li><li>• Achieving financial targets that are expected to be met to achieve projected revenue goals.</li><li>• Selling and promoting the AusDiagnostics portfolio within the defined territory. Including cold-calling and prospecting potential customers</li><li>• Customer mapping and creating strategies for growth</li><li>• Attending conferences and increasing brand awareness</li><li>• Preparing monthly sales reports</li><li>• Participating in regular strategy meetings with senior management</li><li>• Conducting business reviews with distribution network</li><li>• Opportunity Management through company CRM system</li><li>• Conducting regular competitor analysis across the field</li><li>• Monitor KPI's in relation to quarterly and annual sales and service targets to support the achievement of key corporate objectives</li><li>• Due diligence and governance of distribution and customer Contracts</li></ul>
<b>ESSENTIAL SKILLS &amp; REQUIRMENTS</b> <ul style="list-style-type: none"><li>• Tertiary level education, such as B.Sc. or equivalent</li><li>• Minimum 5 years' experience within a sales position or similar role is essential</li><li>• Strong customer service focus with exceptional verbal and written communication skills.</li><li>• A high level of business acumen.</li><li>• A positive attitude with the drive and work ethic to meet targets.</li><li>• Initiative and the ability to work individually and as part of a team.</li><li>• Excellent presentation skills.</li><li>• Excellent time management and organisational skills.</li></ul>

- Fluency in English.
- Strong knowledge of CRM databases
- Previous experience within biotech industry is preferred