

job_description

Job Title: Business Development Manager

Location: Melbourne, servicing all of Australia and overseas where applicable

Job Focus: Business Development in the CPM and Data and Analytics space

Remuneration: Based on experience

1 Description:

Taysols is a fast growing Business Analytics organisation looking for a dynamic Business Development Manager. The role will be focused on hunting and finding new opportunities within the Melbourne/Victorian market place ideally leveraging your strong BD skills and potentially an existing network of relevant contacts to help hit the ground running. You'll be predominately selling Services and as such a focus on the overall solution for the client's needs is always the primary focus to help both the customer and yourself to be successful.

2 Attributes:

- Customer focused seller and experience in selling Service will be favourable
- Strong ability to build and manage pipeline through to close
- Knowledge of Hyperion/PBCS and OBI/OACS would be beneficial
- 5+ years selling in Analytics and/or CPM/EPM is a must, ideally around Services but vendor people looking to move into Services are welcome
- A strong understanding of the Melbourne marketplace including who's who will help hit the ground running

3 Why Taysols:

- One of the fastest growing Analytics companies in ANZ
- A wealth of collateral/campaigns and events to help you succeed
- A very strong marketing focus to help generate leads
- A team atmosphere focused on making you successful