

## Junior Business Development Manager

CareerOne • Sydney CBD NSW



Base pay  
\$60,000 - \$75,000



Work type  
Full time



Contract type  
Permanent

### Job details



Date posted  
**11 May 2022**



Expired On  
**11 Jul 2022**



Category  
**Sales**



Occupation  
**New Business Development**



Base pay  
**\$60,000 - \$75,000**



Contract type  
**Permanent**



Work type  
**Full time**



Job mode  
**Standard business hours**



Career level  
**JUNIOR (SOME EXPERIENCE)  
EXPERIENCED NON-MANAGER**



Industry  
**MEDIA & BROADCASTING  
SOFTWARE & SERVICES**



Sector  
**PRIVATE BUSINESS**



Desired education level  
**YEAR 11 & UNDER  
YEAR 12 OR EQUIVALENT  
VOCATIONAL OR CERTIFICATES  
BACHELOR'S DEGREE**



Work Authorisation  
**AUSTRALIAN CITIZEN /  
PERMANENT RESIDENT**



Company size  
**11 to 50**

### Perks

POOL TABLE

TABLE TENNIS

TEAM BUILDING EVENTS

TRAINING

GREAT INCENTIVES AND REWARDS

FANTASTIC CULTURE

HYPER-GROWTH COMPANY

AGILE WORKPLACE

### Skills

SALES

SELF MOTIVATED

EXCELLENT COMMUNICATION SKILLS

CUSTOMER SERVICE

TEAM PLAYER

BUSINESS DEVELOPMENT

SALES EXPERIENCE

B2B SALES

CONSULTATIVE SALES

OUTBOUND CALLING

PHONE SALES

PROSPECTING

RETAIL SALES

SELF-STARTER

## Full job description

- *Are you a self-motivated and confident individual who is hungry to succeed?*
- *Eager to enter an amazing career in tech sales where you will experience professional and personal growth?*
- *If so... this is a rare opportunity for the right person to join the CareerOne team!*

## Who are we?

We are one of Australia's longest-standing jobs platforms and we have recently launched one of the most innovative cutting edge job hunting experiences in the world! We are in a hyper-growth stage. With our forecast - we will be expanding the team EVERY MONTH for the foreseeable future.

We combine the human element with the latest science and technology to connect top talent with Australia's leading companies. We provide the best job-hunting experience in market - create a job hunter account and check out [careerone.com.au](http://careerone.com.au) if you don't believe us.

CareerOne's passion is to challenge the norm and provide a fresh new approach to what a jobs platform should be.

This is the beginning of an amazing journey so let us know if you want to be a part of it!

## What will I be doing?

- Prospecting for new business opportunities via cold outreach
- Targeting SMEs and Mid-Market clients via LinkedIn, Email & Phone
- Qualifying the decision-maker with a consultative sales approach
- Book and run your own meetings (this is an autonomous role!)
- Build amazing business relationships and be an expert in the HR/recruitment sector

## What are you about?

- Confident communicator
- Highly motivated/self-starter
- Not afraid to reach out and speak to people
- Possess sales experience (B2B preferred)
- Outbound calling experience (preferred but not a must)
- Maybe fresh out of university or have worked for 1 to 2 years
- Have an engaging personality that appeals over the phone

- Looking for a company/product you can be passionate about
- Desire an amazing career in tech sales
- High resilience and integrity
- Love working in a collaborative team = big-time team player

**What are the benefits?**

- Ongoing training
- Great career progression opportunities
- Clearly defined/metric driven promotions
- Commissions/bonuses for meeting targets
- Great culture, "tech start-up" feel to it

**If this sounds like the right opportunity for you then click [APPLY NOW](#)**