



## Business Development Executive


Capital Transport | NSW • Parramatta Area Sydney NSW

 *Not provided*

 Work type  
Full time

 Contract type  
Permanent


### Job details

 Date posted  
**24 May 2022**


 Expired On  
**24 Jul 2022**

 Category  
**Sales**

 Occupation  
**Account Manager**

 Base pay  
**Not provided**

 Contract type  
**Permanent**

 Work type  
**Full time**

 Job mode  
**Standard business hours**

 Work Authorisation  
**AUSTRALIAN CITIZEN /  
PERMANENT RESIDENT**

### Perks

CAR ALLOWANCE

TRAINING

WORK - LIFE BALANCE

### Skills

SALES

BUSINESS DEVELOPMENT

B2B

B2C

PROPOSALS

SALES PROFESSIONAL

SALES TEAM

TEAM BUILDING

### Full job description

#### Company Description

Capital Transport is the largest, privately owned, national courier and taxi truck business in the country with revenues exceeding \$200M. We are similar to Uber but deliver goods not people, and our customers are businesses that need their products moved from one place to another.

We offer the following services to our business customers:

- **Courier Service:** We provide secure, urgent document and parcel services within the metropolitan areas of each capital city.

- **Taxi-Trucks:** We provide a range of Truck services within the metropolitan area ranging from small trucks to semi-trailer trucks.
- **Permanent Vehicles:** We can design the operation of a dedicated fleet solution for any major business including vehicle branding so businesses don't have to purchase a vehicle and hire a driver.
- **Home Delivery & Retail:** We have partnered with a number of blue chip clients to provide customised B2C (Business to Customer) home delivery services and also offer two person delivery options.
- **Logistics:** We offer a national warehousing and distribution network that our clients use as a full delivery solution on a national scale so they don't have to operate warehousing in other states.

Over the past 30 years we have grown a reputation of promoting from within our business and developing a culture of providing support, mentorship and ongoing training ensuring staff are developed into both great leaders and business professionals.

Check us out on LinkedIn: <https://www.linkedin.com/company/capital-transport>  
[link removed]

### **Our Culture**

We provide an exciting, modern, dynamic and fun team sales environment.

Capital promotes a healthy work-life balance with a friendly work environment.

We put on fun regular events such as a monthly breakfast for the sales team, along with other regular functions and team building events.

Whilst we have a fun and vibrant office environment, we are all highly motivated, positive, energetic and extremely results driven.

### **Job Description**

We are in search for an ambitious and confident person we can help mould into a sales professional who will contribute to the growth of our customer base for our Courier & Taxi Truck divisions.

In this role you will have a specific focus sourcing customers across Sydney in your own territory

As a Business Development Executive, you will:

- Identify opportunities and secure new customers.
- Prepare and present proposals to potential customers.
- Maintain an effective pipeline of new business prospects within the CRM (Customer relationship management), Microsoft Dynamics.
- Ensure all new customers have a positive and smooth experience through their onboarding process.
- Drive revenue growth to your budget.

## **The Right Candidate**

No experience required as full training is provided to the right candidate.

If you are known for having 'The gift of the gab' or friends say you 'can talk under water' and you have the following:

- Strong verbal and written communication skills
- Confident personality
- Competitive nature
- Hunger to learn and be developed
- Reliable
- Australian drivers licence
- Access to a reliable vehicle
- Basic computer skills
- Experience or residing in Northern Beaches will be highly regarded with this application but not essential

In exchange for your services, the right candidate will receive,

- Base Salary + Car Allowance + Super + Commissions!
- Plus Laptop & iPhone
- Full time role, Monday - Friday