

Business Development Manager, United States (New York)

This is an excellent opportunity to join Beyond Translation as Business Development Manager, New York (United States).

The role will involve working in a fast growing global translation agency with head office based in Melbourne. As the company expands we are looking for somebody who has the passion and drive to manage the clients that take up this exciting opportunity in new territories.

As Business Development Manager, your focus will be on developing profitable, enduring business relationships with new clients as well as increasing volume with existing customers in the construction and related industries.

This is an excellent role with great earning potential in a market that is growing rapidly worldwide. The successful candidate will be confident, professional and entrepreneurial. Excellent communication skills are necessary along with a competitive personality. The right candidate will be a sales professional with superior communication skills in fluent written and spoken in English.

Reporting to the Regional Sales & Marketing Director, approximately 80% of your role will be 'hunting' for new business to drive the increased penetration of sales of translation services throughout United States major cities, creating opportunities to sell 'value-add' products and services.

The other 20% of your time will be spent working with a team of field based CSMs and ensuring they are effectively identifying and hunting prospects.

To be considered for this role you must have the following skills and experience:

- Ability to effectively collaborate and mentor a sales team
- Proven track record in a related industry, e.g. language translation with a multi-million dollar sales budget
- A structured, strategic approach to call planning, account plans, networking, presentations and communication.
- A deep understanding of sales process and sales activities
- Highly developed Customer Satisfaction focus
- Highly developed presentation skills
- Demonstrable negotiation and influencing skills
- Ability to develop and deliver creative and innovative 'value add' solutions
- Drive, urgency and energy to 'get things done'
- Highly self-motivated

To be selected for this role you will be a team player, resilient, articulate, an achiever who prefers to demonstrate your ability and credibility through your results. You will possess self-awareness, initiative and the ability to think outside the square in order to fit culturally within this organization.

If you believe you can demonstrate the skills and experience required please email your resume to hr@beyondtranslation.com.au