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BUSINESS DEVELOPMENT MANAGER - SPORTS

Posted: 17/10/2023

Location: Sydney, Australia

Type: Full Time – Immediate Start

Department: Sales

The opportunity:

The Business Development Manager will penetrate and increase loyalty with key stakeholders within the New South Wales lighting market to deliver measurable specification and overall market conversion for the Lighting Products, while increasing market share. Engagement with all lighting projects including but not limited to sports, roadway, industrial, smart city applications, control integration and Austube linear indoor and outdoor.

This position is responsible for the growth and development of new business primarily in the Sports lighting segment by engaging of new clients through referrals, cold calling and other duties. This position is critical to ensure the continued growth and success of the organisation but also an opportunity to create genuine partnerships with future clients.

Responsibilities:

- Monitor, track and secure project opportunities- specified and non-specified to achieve budget for each quarter.
- Manage customer pipeline within the company CRM system. Keep accurate contact records of business meetings, customer needs and contact details.
- Identify new opportunities and projects to ensure company growth targets are being achieved. Keep demand generations activities at a sufficient level to achieve target.
- Ensure that all sales and prepared documents are accurate and delivered on time to client that are based on pre researched client pain points. They need to be able to be effectively convey the appropriate message to CEO, General Managers, Managing Directors, and other senior decision makers.

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- Work with channel partners to ensure effective management and support of key sector contractors. Be proactive in the understanding contractor needs and develop solution that ensure high satisfaction and long-term growth.
- Prepare contract tender documents and quotations where needed. Maintain and develop strong relationships with major customers as well as second tier customers to ensure high customer service levels are established and maintained
- Ensures the overall sales and marketing strategies for your product portfolio to maximise growth are met to ensure the effective implementation of all structural and systematic procedures for your product portfolio across all staff both external and internal. Action and drive all sales and product strategies given by the Regional General Manager. Develop and enhance sales opportunities to increase sustainable and profitable growth

Job Duties:

- Develop, secure and convert profitable opportunities for our primarily but not limited to our Sports lighting application range.
- Develop meaningful relationships with both existing and new Electrical Contractors, Councils and End Users to ensure Schreder products are their first choice on projects.
- Proactively identify new opportunities and clients across all lighting projects.
- Liaise regularly with internal Customer Solutions team, to ensure local alignment to national marketing
- Own, and be accountable for a sales budget in your region.
- Work collaboratively with internal and external colleagues.
- Capture all data within the CRM framework, ensuring information is relevant, and up to date
- Be fully involved with all activities relating to lighting projects in NSW, including, but not limited to Forecasting, New Product Development and subsequent launch activities, Business plans, Customer presentations etc.
- initiatives, and relevant Trade show presence.
- An understanding that regional travel and occasional evening lighting audits forms part of the overall role responsibility

Qualifications:

- At least 5 years proven successful selling experience in Lighting sales.
- A strong understanding out outdoor lighting standards and best practice.

Skills:

- Good communication, presentation and listening skills
 - A strong understanding of the lighting market in New South Wales
 - An understanding of the trigger points for Tier 1 and 2 Electrical Contractors
 - Understanding and identifying the needs of Councils, consultants and identified End User accounts
 - CRM experience
 - Ability to work individually, and collaboratively within a strong team culture
 - Focused, results driven, credible and professional
 - Good skills on Microsoft office, and related software
 - Ability to think strategically, and to develop meaningful relationships and plans
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What we'll offer you:

- The opportunity to work with a global market-leading specialist in lighting and beyond lighting
- To be a part of a company whose ambition is to bring meaningful moments to people in public spaces by enhancing safety, well-being and sustainability
- Genuine work life balance with a range of flexible work
- A comprehensive health and wellbeing program
- Salary packaging
- Global opportunities

About us:

Schröder Australia group of companies – which include Sylvania Schröder, Austube Schröder, and SCS is the local leading independent outdoor and customised indoor lighting solution provider, we believe that lighting can empower people, impact lives, support communities, and transform spaces, cities, and the planet.

Sylvania Schröder lighting products adhere to the highest production standards, setting the benchmark for road, infrastructure and sport lighting in Australia.

Austube Schröder has been manufacturing high performance customised luminaires that incorporate cutting edge technologies to create innovative and intelligent lighting solutions for our clients.

SCS is a trusted Systems Integrator that delivers reliable, scalable and sustainable solutions to make cities smarter.

Work Health & Safety, Environmental and Quality Management:

This position shall demonstrate a commitment to and understanding of the work health and safety, environmental and quality management systems; be able to understand and comply with the provisions of the relevant Acts, Regulations, Compliance obligations, Company Policies and Procedures, and communicate these to staff at all levels; actively participate in consultation with staff at all levels regarding matters of occupational health and safety, environmental and quality management.

Company Values, Policy & Procedures:

This position shall ensure commitment to all Schröder Values.

This position shall ensure compliance with all Company Policies & Procedures.

I have read the above and understood that it is intended to describe the general content of and requirements for performing this job. It is not an exhaustive statement of responsibilities, duties and requirements. I understand that this job description does not exclude my manager's authority to add or change responsibilities or duties and understand that the performance of other duties will be required from time to time to meet the company's needs.