



State Manager NSW

Sydney – NSW

The Company

With 20 years of experience around the world and 700 people operating out of 20 countries, SIXENSE provides advanced technologies & services to designers, builders and managers to optimise their assets through their life cycles.

One of our key competencies is risk mitigation solutions supported by high quality instrumentation and monitoring services. We detect, measure and model structural, geotechnical and environmental behaviours for owners and contractors.

We're also providing engineering and innovative, AI-based digital solutions for infrastructure inspection and asset management. Our edge is our ability to transform data into information.

Whilst we have a large presence on the international stage, SIXENSE has only been in the Australian and NZ market for few years and is a SME currently experiencing high levels of growth. With this growth comes exciting challenges and great opportunities for the successful candidate to have a real impact on his/her and our future.

The Sixense environment brings outstanding career opportunities for skilled & motivated employees either in Australia or abroad.

Position:

There is an open position for a NSW STATE MANAGER, locally based in Sydney and reporting directly to the Managing Director, to help generate business and support existing projects within NSW.

This person will have a high impact on the company's future and will work in close relationship with the Managing Director, Technical & Operation Manager and back office in Melbourne.

Role description & responsibilities

- Business development in NSW. Development of client relationship and business leads.
- Develop company awareness within the decision makers in NSW.
- Organise the closing process of tenders when needed. Follow-up and acquisition of business opportunities.
- Ensure growth in the State and develop accurate market knowledge for future BD plan strategy.
- A Member of the management team in support of the short and long-term strategy, revenue & margin.
- Set up a local team of project managers, engineers and technicians. Manages personnel aspects of branch operation.
- With the support of the COO, organise day to day operations to ensure safety, technical and financial performances.
- On-site presence, particularly during project kick-off and establishment

Skills required

- Strong entrepreneurship mind set.
- Proven successful business development track records in the infrastructure industry.
- Proven management and communication skills.
- Curious and eager to learn and launch new technologies and services.
- A strong sense of priority, commitment and accountability.
- Resilient and ability to work under pressure.

Experience and status required

- At least 5 years successful experience in business development of technical solutions in the construction/infrastructure industry. (Tunnels, dams, bridges, signature buildings...)
- Previous experience of management.
- Bachelor of Science in Civil Engineering or related degree
- Unrestricted rights to work in Australia (mandatory)

Remuneration

- Salary based on experience + benefits

Application:

Submit your resume and cover letter to careers.oceania@sixense-group.com
Sixense is an equal opportunity employer.