



Business Development Manager

Engineering infrastructure + technology

Are you a dynamic and proactive Business Development Manager with a robust engineering and B2B background?

SIXENSE, a high-growth SME and niche player in the infrastructure sector, is seeking a talented individual to join our small local team in Melbourne. As a leading provider of instrumentation and monitoring technologies, engineering consultancy, digital solutions, and more, we're seeking a driven sales professional to identify and develop opportunities, expand sales, and nurture relationships with key stakeholders.

With exciting challenges and opportunities for growth, this role requires a hands-on approach and an outcome-oriented mindset. If you're ready to jump in and make things happen, we want to hear from you. Don't miss out on this chance to have a real impact on our future.

Apply now at www.sixense-group.com.au

Key responsibilities include:

- Identifying and developing opportunities, including negotiation to close business deals
- Develop strong relationships with clients and key stakeholders
- Nurture existing client relationships, expanding sales across our broader service and solution offering
- Identify and develop new client relationships, adopting professional B2B sales approaches
- Develop, drive and monitor the sales funnel aligned to the strategic priorities (short, medium and long term); emerging market trends and opportunities aligned to the business strategy.
- Prepare tenders and EOIs; bid manage and/or be part of the bid team. Organise and administer the tender submission closing process for electronic and printed proposals
- Negotiate and close the deal with the support, and under the authority of, the Managing Director as deemed appropriate.
- Proactively seek and share accurate market knowledge to inform the development of a Business Development strategy for the business.
- Active participation in relevant conferences and trade shows

Skills and experience

- Proven track record of B2B Sales (minimum 5 years) underpinned by a Bachelor of Engineering (Civil) or related degree
- Demonstrated success in achieving strong prospect pipelines including high conversion rates from prospect to customer
- The ability to influence, establish and maintain authentic and genuine relationships combined with strong business acumen and negotiation skills
- Excellent written and verbal communication skills - able to present professionally and articulately
- Strong Microsoft Word, Excel and PowerPoint skills with the ability to create compelling collateral
- The ability to work independently and/or within a team.
- A strong sense of priority, commitment and accountability combined with attention to detail.
- Resilient and ability to work under pressure

- Australian driving license (mandatory)
- Unrestricted rights to work in Australia (mandatory)

In return we offer:

- Strong team culture with collaboration opportunities within Australia, NZ and international business units,
- Flexible and autonomous work environment, we'll support you to think differently and encourage innovation,
- Company shares purchase plan with attractive free shares incentives,
- Performance based annual bonus.
- Fitness incentive scheme for reimbursement of regular gym/sporting activity,
- Paid parental leave,
- Career advanced opportunities within the broader Vinci network,
- A remuneration based on skills and experience.