

Business Development Manager - Springwood location

As the BDM for SEQld you will be working closely with Account Coordinators and Recruitment Consultants to further the company reputation in the market and maintaining a high level of customer and candidate satisfaction.

Within the Organisation the Business Development Manager is responsible to work across their division to facilitate the identification and delivery of business development opportunities consistent with the company's strategic and business plans.

Summary of the areas of responsibility which will be covered by this role:

- Customer Service
- Business Development/Sales
- Account Management
- Gross Profit Margin Management
- Market and Client Mix Management
- Tendering/Quoting
- Maintenance and Care of Existing Accounts/Clients
- Quality Compliance
- Occupational Health Safety and Environment

This role will be primarily focused on providing the highest level of business development and sales services to all active and prospective clients in line with corporate values. This will include being the first point of contact for all clients being aware of all key account status updates from both a candidate and client perspective. It is vital that the incumbent works well independently and within a small team and can adapt to dealing with a variety of people.

You will be measured on performance and customer satisfaction. Your background will be 2-4 years BD experience, proven competencies and knowledge of recruitment, awards & OH&S.

Please call Tracey Beidham on 0409 599 303 or email your resume to tracey@entiretyrec2rec.com.au or Kym Hammond on 0405 226 982 or email kym@entiretyrec2rec.com.au