



## **BUSINESS DEVELOPMENT MANAGER**

The Green Horticultural Group is an award winning horticultural services organisation specialising in construction, renovation and maintenance of natural grass playing surfaces and open space areas.

We are searching for a motivated, passionate and results driven *Business Development Manager* to drive sales throughout our organisation in Sydney and NSW.

Your primary focus will be on strong planning, top sales performance & consistent customer follow up, within the agreed key performance indicators, articulated in our current business plan. As we are a customer centric organisation, you will ensure customer needs and expectations are not only met, but exceeded. You will help establish and build a profitable business through new and existing customers, whilst being an active member of the senior management team at GHG.

Reporting to the Managing Director, your duties will encompass the following:

- Accountability for profitable sales growth across the whole business
- Achieve budgeted sales throughout all our divisions
- Develop a strong pipeline of new business opportunities through existing and new customers
- Work with the operations closely, both in the handover and in the ongoing collaboration with the client
- Maintain a strong relationship with customers to ensure our services continue to meet customer requirements
- Be the key driver, advocate and user of our CRM program
- Support and drive planned marketing campaigns
- Work collaboratively and strategically with the Operations Manager and MD
- Conduct monthly sales meetings with appropriate reporting to the management team

As the successful applicant, you will possess strong sales, account management and business development skills, ideally with past exposure to the open space industry. You will be a dedicated sales professional who thrives on building strong, value creating customer relationships and maximising the most from every opportunity. To truly excel in this role, you will need outstanding negotiation, proven cold calling capabilities and time management skills to be able to meet customers' needs. The ability to work autonomously and having superior communication skills are essential for this role.

In return for the above, we will provide you with a competitive salary package, a fully maintained company vehicle, participation in the company bonus scheme, ongoing senior mentoring and genuine career development.

Please forward your resume to [employment@greenhorticulture.com.au](mailto:employment@greenhorticulture.com.au)

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