

# JOB VACANCY

Job Title	<b>BUSINESS DEVELOPMENT MANAGER</b>
Department	<b>SALES &amp; MARKETING</b>
Reporting to	<b>SALES DIRECTOR/CEO</b>
Location	<b>PERTH, WESTERN AUSTRALIA</b>

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## Key benefits

- Excellent remuneration package
- Employee Options program participation
- Innovative, market-leading product

## Overview

Headquartered in Perth, Western Australia, Mobilarm is one of the world's leading brands in electronic marine safety equipment that protect and save lives in the commercial marine workplace. Mobilarm delivers a range of crew monitoring systems, for use on vessels and in marine-based facilities, which generate automatic and immediate alerts in marine emergencies involving personnel, integrate with GPS and/or onboard navigation systems and provide in-water tracking of man overboard casualties in the water.

A new position exists for a highly motivated Business Development Manager to focus on growing revenue through new customer acquisition. Through careful sales planning you will identify and close new opportunities and work with both internal resources and external business partners to deliver solutions that will address the customer's employee safety requirements. You will be required to prepare proposals, negotiate contracts and work in local and international markets.

## Responsibilities include

- Develop and execute a sales strategy for new business acquisition in the offshore oil & gas and commercial marine markets
- Providing accurate sales forecasting to management
- Negotiate supply contracts and service level agreements with new customers
- Provide constructive feedback to the management team for the development of marketing strategies and new products

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**To be considered for this role you will:**

- Have a minimum of five years business-to-business sales experience in technology related products
- Have worked in the oil & gas, resource and/or commercial marine markets
- Have a proven track record in value driven sales
- Be highly motivated with the ability to work autonomously as well as within a team
- Possess high-level negotiation skills & business acumen
- Have an in-depth understanding of the marine environment
- Be able to communicate effectively and present to executive and board level
- Have a business and/or marketing degree or equivalent

Experience and/or understanding of Occupational Health & Safety is desirable.

**Additional information**

In addition to being part of an exciting team, your package will also include a laptop, phone, parking & employee benefits.

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Please send your application and resumé to:

**Mr Lindsay Lyon**

**CEO**

[lindsayl@mobilarm.com](mailto:lindsayl@mobilarm.com)