

What we want: Business Development Manager to join the #BEarenaArmy!

Are you a sales hot-shot? If so we need **YOU** to saddle up and drive the BEarena sales division onwards and upwards. We're recruiting for a Business Development Manager to join this elite team.

In this role the successful candidate will be working our existing client base and acquiring net new accounts. With our existing account base you will be targeted to nurture them and guide them to future purchases, with net new accounts you will be the hunter and bring them into the BEarena fold. This role will cover both North and South Island, so travel will be required. This is an autonomous position and requires a self-starter that does not need to be micro managed.

You will work closely with an SE who can help you scope and provide true value to our clients in each engagement. Over the pond in AU you have access and regular cadence with Marketing, project delivery and the Executive team making a comprehensive environment to learn and grow as an individual and also influence people around you. You will be responsible for the New Zealand Sales Division, and growing the team in NZ.

What you have!

Awesome:

- Proven track record of selling mid-range to enterprise IT solutions
- Understanding of Public, Hybrid, and Private Cloud technologies
- Experience working for a technology reseller or vendor
- Excellent people skills, Self Starter and Motivated Individual
- Well-developed report writing, presentation skills, excellent organizational and prioritization skills.
- Excellent customer service orientation with the ability to communicate effectively with a wide range of clients.
- A current driver's license.
- A natural sense of ownership for your objectives and your plans
- Passion for what you do and taking our professional services division to the next level
- A positive 'can-do' outlook.
- A burning desire to achieve, going above and beyond your role to help the team win

Extra awesome:

- Solid Microsoft Azure understanding
- Nutanix or hyper-converged experience
- Know a thing or two about Backup and DR concepts
- Understand how to pitch Managed Services
- Public Cloud, specifically Microsoft Azure
- Demonstrable relationships with customers you have developed loyalty with

Do you consider yourself the best at what you do, a real team player? Are you interested to understand more? Send your resume and cover letter to iwouldratherbe@bearena.com.au with the job title in the subject line.