

# Business Development Manager



Logical Solutions are specialists in IT systems and services for all-sized businesses. We started offering customized telco solutions including Mobiles to businesses throughout NZ along with our cloud-based products.

We currently require experienced Business Territory Managers/BDMs to join our Hamilton team on a full-time basis.

## **We are looking for someone with the following skills:**

- Excellent communication skills and a friendly disposition.
- Canvassing and open opportunities
- A professional, self-motivated and reliable attitude. Experience in the sales industry.
- Own a reliable vehicle and NZ driver's license.
- Ability to work as part of a team, as well as independently.
- Ability to multi-task in a busy professional environment.
- Exceptional customer service skills.
- Lead generation, management of pipeline, and the ability to reach sales targets.
- Applicants who have previous experience in the Telco industry will be highly regarded.
- Sales and marketing qualifications preferred.

Applicants with 2 years of B2B selling experience are preferred.

## **As a valuable member, we can offer you:**

- Long-term security within a successful business.
- Full professional training and development.
- An attractive salary and uncapped commissions (OTE 100K).
- Excellent working conditions in a friendly team environment.

If you are interested in joining an experienced and positive team where you will have access to a great working environment, receive full training, and be rewarded for the contribution you make, we would like to hear from you.

If you love hunting for new businesses, are a self-starter and have an enthusiasm for all things digital and most of all have a passion for selling, please send us your CV and cover letter explaining why you would be great for the role.

Applicants for this position should have NZ residency or a valid NZ work visa.

To apply, send your CV and cover letter to [alan.scott@logicalsolutions.co.nz](mailto:alan.scott@logicalsolutions.co.nz)