



Sales Manager Job Description

We're on the lookout for a super driven and experienced sales professional to join our team in Sydney. If you're someone who just #getsshitdone, loves a fast-paced environment and truly cares about building strong relationships, then it could be you. You'd play an integral role in the high-performing partnerships team, driving acquisition and retention within the existing and prospective partner program at Business Chicks. You need to be a results driven, outcome focused team player with proven experience in developing world-class relationships, and growing strategic event, digital and experiential partnerships that last.

We'd love you to have at least three years' experience working in a sales environment and bring with you a proven track record in the acquisition and execution on campaigns with a wide range of leading brands. You will genuinely advocate the support of organisations working to improve both the landscape for women in Australian business, and in how they engage a female audience. This is a unique opportunity to work in an organisation that has an incredibly diverse sponsorship program, delivered through a number of channels including innovative digital campaigns, face-to-face event experiences, bespoke activations, a print magazine and content plans.

The Role

- Acquisition and development of new partnerships across varying industries
- Seamless relationship management of existing and potential partners
- Work closely with and inspire a high performing relationships team to build an energised culture that is driven by passion to succeed
- Genuinely care about how stakeholders are supporting women in their business and how they engage a female demographic externally
- Manage budgets and strong revenue targets whilst closely measuring ROI on activations
- Budget, pipeline and data management
- Maintain and increase the investment of current partners, identifying new opportunities for growth
- Perform to and exceed set budgets and KPIs
- Have a 360-degree mindset for business development, working with partners to identify opportunities

+61 2 8235 0100
info@businesschicks.com.au
Mezzanine, 75 King Street
Sydney NSW 2000
businesschicks.com.au
Business Chicks Pty Ltd
ABN 96163765688



- Use 'out of the box' thinking to create bespoke partnerships to achieve client objectives
- Create and develop proposal documents for potential partners
- Conduct face to face meetings to pitch in new ideas and potential partner opportunities
- Travel to Business Chicks events to host where required
- Meet Business Chicks members and support their businesses with a partnership lens
- Maintain personal budget for internal reporting and forecasting
- Actively seek out and identify partnership and campaign leads

Skills and Experience

- 3+ years working successfully in a business development or a relationship role
- You thrive in working towards and exceeding budgets and hitting monthly and annual KPI's
- You're a world-class relationship builder and love building lasting relationships
- You know how to work autonomously and lead from the front
- Ability to constantly identify new opportunities for new and existing partners, and know what value means to them
- Influential and effective written and verbal communication skills
- Ability to read people, understand what they need, and be able to deliver it to them
- Ability to manage multiple projects and work to deadlines, influencing all parties along the way
- Willingness to learn and adapt to new situations, structure and needs of Business Chicks and partners
- Consistently look to innovate and streamline process and structure of partnerships methodology
- Team player who's interested in building culture and making Business Chicks the best place on the planet to work
- Exceptional multi-tasker with ability to work on multiple tasks at the same time
- Hard working and passionate about your career and about making a difference
- Generous of spirit and takes great pride in doing their best always

If this sounds like you, then we'd love to hear why you should be our next hire. Get in touch by sending through your CV, a cover letter and your salary expectations to our General Manager, Amber at joinourteam@businesschicks.com.au

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