

**Juniper Business Development Manager**

**Location:** Melbourne

**Duration:** 1 year fixed term contract

**Position Purpose:** This role will be responsible for developing sales through recruiting new partners.

**Position Summary:**

Strong demonstrated knowledge of data and networking

Successful background in customer-facing roles with responsibilities in achieving sales targets

Own and drive business development sales and marketing initiatives in order to grow revenue streams

Previous experience in developing marketing and sales strategies, vendor initiatives and presales training

Consistent record in updating/maintaining a pipeline forecast through methods of customer calling, physical contact and joint end-user visits with existing and new channel partners

High levels of self-motivation and energy, accompanied by strong negotiation and deal closure skills, and the ability to use initiative to work autonomously will be highly regarded.