

## Position – Business Development Manager (Melbourne-Based)

Do you enjoy working in a growing and fast-paced technology company? If you're looking to apply your passion for solution selling to drive the growth of a leading cloud software solutions provider, this could be the opportunity you've been waiting for.

### About JCurve Solutions (ASX: JCS)

JCurve Solutions (ASX: JCS) was formed to help businesses grow. Businesses using our award-winning software can increase sales, reduce business inefficiencies, and improve profitability. JCS' cloud-based business management solutions are designed for companies of all sizes – from SMEs right through to enterprise organisations.

JCS is Australia's largest 5-star solution provider of NetSuite (the world's #1 cloud ERP business software suite), and is also the exclusive provider of the JCurve ERP small business edition of NetSuite, available in Australian and New Zealand.

As an ASX publicly listed company, JCS has gone from strength to strength with continued rapid growth forecasted. The company culture celebrates each other's successes, empowers employees by supporting decisive action and promotes the team to act as one. JCurve Solutions is a workplace that's right for energetic and driven individuals wanting to contribute to, and enjoy, a company with strong values and culture.

### The Role

The BDM role is ultimately responsible for achieving and exceeding the sales revenue targets.

This will involve responding to inbound enquiries from prospective customers as well as executing outbound tactics and activities to targeted prospects. You will be responsible for attaining key data to qualify the prospect and generating a qualified pipeline of ongoing sales opportunities.

As part of a highly motivated team, this role reports directly to the Head of Sales, and works closely with Presales, Marketing and Professional Services.

The primary objective is to attain and exceed sales revenue targets.

### Responsibilities

- Achieve sales targets, conversion metrics and satisfied customers
- Accurately forecast business results and ensure all relevant information is recorded in the CRM/ERP system
- Engage with prospective customers via both inbound and outbound activities
- Expertly research companies and contacts via the internet, social media and other sales resources
- Take responsibility for creating your own pipeline of opportunities via outbound calling, use of social media, and networking
- Qualify prospects based on business needs and priorities matched to our capabilities. Progress opportunities through the sales cycle to successful sales
- Professionally communicate with all appropriate levels of decision makers and influencers, managing stakeholders and resources effectively

- Collaborate with Marketing and Sales leadership to execute targeted new business campaigns
- Effectively communicate with prospects in a consultative selling environment
- Accurately forecast business results and ensure all relevant information is recorded in the CRM/ERP system
- Actively contribute positively to the culture and values of the company

## Skills & Attributes

- At least 5 years' experience in direct or indirect sales
- Strong verbal and written communication skills
- Strong organisational skills and proven ability to work under pressure
- A minimum of five years of experience in a similar role with a demonstrated track record in which the candidate met or exceeded quota/target metrics
- Recent experience in software technology, marketing automation, e-commerce, CRM or ERP software an advantage
- Understanding and experience in SMB, and Wholesale Distribution companies an advantage
- A love of hunting for new opportunities and developing new customer relationships
- Technical ability to understand overall presentations, demonstration, business requirements, competitive differentiation.

## What's On Offer?

This is an exciting opportunity to join a market-leading cloud solutions provider with a strong focus on company culture and continued growth. If you are looking to work with a passionate and forward-thinking team, and define your career in the rapidly expanding cloud solutions industry, we want to hear from you.

You will join a company of dedicated, enthusiastic individuals who enjoy working as one and celebrating each other's successes, within a team that values collaboration, trust, and making it happen.

## How to Apply

Send your resume, a short introduction and the details of the position or area for which you're applying to [hr@jcurve.com.au](mailto:hr@jcurve.com.au) - we look forward to hearing from you!