

Business Development Specialist

Are you experienced in business development and have a strong sales background?

Are you ready to progress your career, working in a newly created business development position in a growing SAAS company. We are looking for a savvy business development specialist who is excited about growing the company through the generation of new business.

The new Business Development role will receive an OTE of \$98,000 including car allowance, mobile phone and notebook.

We have huge expectations for growth, so if you are experienced in sales and are looking for a new and exciting challenge, submit your resume now

Stellar Library's cloud-based software made to support businesses by enabling customers to securely distribute confidential information online, manage and monitor the access and ensures company compliance to reduce the risk of sensitive information loss.

Who's right for this role?

- A negotiator, an ambitious lead generator, someone who will go above and beyond for customers.
- Someone who can help our customer solve the problem of feeling unprotected and uncomfortable distributing business information with their own staff and partners.
- Someone with the ability to engage and work alongside an Inside Sales Person.
- Someone who is confident in calling on new customers.

Skills crucial to success in this role.

- Strong record of success in developing opportunities to solve customer problems.
- Ability to understand how to create value for customers.
- Proven ability of closing sales.
- Excellent verbal, written and presentation skills to champion Stellar Library's value in helping businesses distribute business information safely.