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**STAGING
CONNECTIONS
GROUP**

BUSINESS DEVELOPMENT MANAGER Adelaide

Staging Connections, Asia Pacific's premier and largest event staging services provider, is currently looking for an enthusiastic Business Development Manager wanting to be part of a rewarding and dynamic team environment.

In this key role you will be responsible for promoting Staging Connection's services range. This position requires a person with excellent communication skills and a successful track record in building and maintaining strong customer relationships. The successful candidate will be responsible for leading and driving business development to new and existing clients, market research, public relations and the development of marketing strategies.

Key responsibilities are:

- Achieving business booked targets from new accounts
- Market research into new account opportunities
- Building and maintaining quality long term relationships with customers
- Reaching targeted face to face sales calls
- Establishing and managing a CRM System
- Monthly sales reporting
- Servicing and supporting clients and sales team
- Ensuring profitability is maintained across all jobs
- Representing Staging Connections at appropriate trade shows and industry events

Essential criteria to be successful in this position are:

- Proven record of a successful business development career
- Ability to build strong and lasting customer relationships
- A technical and/or event staging background would be ideal but not essential
- Excellent oral and written communication skills
- Highly developed customer service skills
- Ability to work within budget constraints
- Ability to manage multiple and competing deadlines
- Effective negotiation skills
- Good working knowledge of MS Office

Enquiries, please contact Ashley Gabriel on (08) 8159 9100. If you are interested in applying for this role please send your application with current resume to agabriel@stagingconnections.com

Applications close COB Wednesday 9th June 2010