



Business Development Manager

The Client

My client, **Animal Health Australia (AHA)**, works to protect and improve animal health within Australia. They do this through partnerships with industries and governments which help keep Australia disease free, build the sustainability of our livestock industries and promote the humane use of animals for food, companionship, recreation and sport.

The Role

The Business Development Manager (BDM) reports through the Corporate & Member Services stream, but has broad autonomy and responsibility to engage across all AHA service streams.

This newly designed BDM role will be responsible for building new business opportunities in accordance with Board approved strategies leading to increased sustainable business and revenue and enhancing AHA's reputation. Main responsibilities:

- Lead strategic business development activity including identifying and engaging potential clients and key decision makers, developing effective approaches and establishing productive ongoing relationships which will benefit AHA across Australia, as well as develop international initiatives/projects
- Identification of new income streams and funding opportunities;
- Maximise opportunities and profitability through development and management of business plan objectives, and reporting on achievement of these objectives to the Corporate & Member Services Manager, the CEO and the Board;
- Expand current initiatives and relationships to deliver enhanced outcomes and increase available funding;
- Oversee existing activity as well as engaging CEOs and Executives from leading Agricultural organisations across the region to develop and maintain productive business relationships

The Person

The successful applicant will have a strong track record of achievement, be required to operate with energy, autonomy and integrity to generate business leads, have a strong and extensive network across the broad agriculture sector. An understanding of industry and governments, including science, international, lobby groups, RDCs and CRCs is essential to being successful.



Knowledge and skills

- 3+ years' experience in a similar role, ideally within the agricultural sector and/or consulting firms
- Proven bid development, tender preparation and sales conversions
- Superior presentation and communication skills, including sales, and exceptional negotiation and persuasion
- Ability to build rapport with an understanding of capacity constraints in a growing business
- Appropriate bachelor qualifications in agriculture, science, veterinary science or business field

The successful applicant will be provided with a generous base salary, commensurate with experience and some incentive options, on-site parking and a supportive board and executive team.

For more information and a copy of the position description, please call Tracie at **Carnovale Recruitment** on 0404 979206.

You can then send your covering letter and resume to tracie@carnovalerecruitment.com

Closing date 15 August 2017