

Business Development Manager - Rural Sector NSW

We have an excellent opportunity for a successful Business Development Manager to join a small but growing team providing payment solutions to the Rural Industry. We have leading products in related industries (Thoroughbreds, Real Estate, and B2B – with turnover of \$2 billion pa) and we are keen to expand into the Rural Sector, in particular, Stock & Station Agents and Rural Merchandise. Your focus will be on signing and implementing new clients in the rural sector.

Accountabilities (KPIs) include:

- Signing new clients
- Implementing and training new clients
- Responding promptly and effectively to client calls and emails

Skills & Experience - Essential

- Sales success
- Experience in Stock & Station or associated industries
- Excellent interpersonal & communication skills (written & verbal)
- Good planning and time management skills
- Experience and success in a customer service role
- Computer and web literate
- Good negotiation skills

See www.zenithpayments.com.au for information.

We are keen to fill this position quickly.

To express your interest, please send a short CV highlighting your experience and skills matching this position to melissa@zenithpayments.com.au

Note that only short-listed candidates will be contacted.