

JOB DESCRIPTION

EMPLOYER : Thera Capital Management
POSITION & TITLE : Business Development Manager – [Region TBD]
LOCATION : Regionally
ENGAGEMENT : Full Time Permanent

PREAMBLE

We are looking for highly motivated people to be part of our Origination team. The Business Development Manager – [Region TBD] role requires significant regional travel and is rural sales focused. The main performance metric for the role is generating finance leads. You should be willing and able to make cold calls and introduce yourself to farmers on-farm. **Performance is well remunerated.** Attractive career growth opportunities are available for ambitious candidates.

1. PRINCIPLE JOB DELIVERABLES

- 1.1. Develop new customer leads through cold calling and farm visits.
- 1.2. Prepare site/visit reports.
- 1.3. Attend farm field days / industry functions from time to time.
- 1.4. Maintain CRM tools used for business development.

2. GENERAL RESPONSIBILITIES

- 2.1. General company and business support as and when is necessary.
- 2.2. Contributing to origination strategy development.

3. TECHNICAL, ACADEMIC & OTHER QUALIFICATIONS

- 3.1. Proficient Microsoft Office suite skills.
- 3.2. Highly developed communication and relationship skills.
- 3.3. Business or marketing tertiary education is beneficial but not necessary.
- 3.4. Fluent English language skills written and verbal.
- 3.5. Agribusiness experience is beneficial.
- 3.6. Must be Australian citizen or permanent resident.

For inquiries, please contact Ben Dougherty on 0409 412 282 or email ben@thera-tfs.com
