

## **Position Title**

Business Development Executive - Asia Pacific

## **Reports to:**

Rosterfy Co Founder - Shannan Gove

## **Who are we?**

Rosterfy is a global leading, end to end workforce management software business. We are rapidly growing with clients across APAC, the United States, Asia and Europe. Clients include the Super Bowl, Football Australia, Ironman, World Expo Dubai, Kentucky Derby and many more. Our SaaS based workforce management platform supports large organisations, not for profits and major events to streamline their end to end workforce management systems. With a head office based in Melbourne Australia and offices in Denver, London and Dubai, we are a young, vibrant and passionate team continuing to evolve and stay ahead of the game.

## **KEY RESPONSIBILITIES**

This is a brilliant role for a Business Development Executive who is interested in working in a fast-growing environment for a company looking to break space in new regions across Asia Pacific.

## **KEY RESPONSIBILITIES**

- Meet and exceed individual sales goals through own prospecting and handling inbound leads and winning new revenue-generating relationships.
- Work in a new business capacity, targeting a variety of sectors - namely cities, local councils and large not for profits.
- Use CRM, LinkedIn and other avenues to source leads and create an opportunity pipeline of prospects X 3 your target number
- Research, identify and qualify prospects to hit agreed weekly/monthly/annual KPI's
- Book meetings and calls to qualify the prospects' requirements/pain points and deliver engaging product demonstrations
- Utilise advanced sales, communications and business skills to position Rosterfy to overcome objections/resistance and close the deal.
- Collaborate with the marketing team as part of strategies to create an inbound pipeline of leads

## **REQUIREMENTS**

- Minimum of 2 years B2B technology sales experience
- Previous experience selling a SaaS product and a strong interest in learning and utilising new technologies/software

- Be motivated, tenacious and proactive in your approach to break through barriers
- Experience in using a CRM system (Salesforce or Hubspot preferably)
- Driven and motivated to deliver results that are above and beyond
- Be hungry, committed and looking for an excellent opportunity to build a solid career in a company where the earning potential and career progression is truly unlimited
- Have high levels of integrity, transparency and honesty

#### **PERKS OF THE JOB**

- Uncapped commission potential
- Sales mentorship
- Access to paid training and upskilling
- Flexible work hours/adjustments are available as well as a flexible work location
- Opportunity to work for a young, growing company with big global ambitions - we have an ESOP pool for high performing staff
- Professional development opportunities at conferences and networking events
- Paid volunteering time

**Location:** Australia or New Zealand - preferably Melbourne but flexible for the right candidate

**Salary:** Negotiable for the right candidate