

25 May 2022

Library Management Solution Business Development Manager
A/NZ

Re: Australian job advertisement for LIB BDM
Full Time | Sales

We are looking for an outcomes-oriented Business Development Manager to help us tackle the Library Management System market and achieve targets.

Melbourne based Salary + Super + commission.

About Knosvs

Knosys is a SaaS company that provides cloud-based knowledge management, library management and intranet solutions that brings processes, people and information together in an intelligent way. Knosys is an innovator in the field of SaaS (software as a service) based information management solutions used to deliver the right information at the right time to employees and customers alike.

With the company positioned for rapid growth, with product and geographic market expansion planned for 2022 and 2023, we are now seeking a dynamic Business Development Executive to join the team in Melbourne.

About the role

We are looking for someone who thrives on new sales and wishes to join a fast-growing company with uncapped commission structure, backed by a well-established customer base within the Library Management Solution sector, as well as multiple segments within the library and information market. Reporting to the Sales Director, you will be responsible for executing sales across Knosys' brand, Libero.

You have a demonstrable track record of successful relationship building within the Library, local government and/or education sector, experience in selling SaaS solutions, Tender response management, contract negotiations, a business advisor to your customers, and are always focused on achieving your goals! You thrive independently but understand the value of "team".

In this role you will be:

- 3+ years of library management software sales experience
- A dynamic, high-performing sales professional with experience acquiring new customers
- Demonstrable experience in Tender responding
- Source new sales opportunities through own outbound lead generation
- Inbound lead follow-up.

- Bachelor's degree in a related field preferred, or equivalent and relevant work experience
- A proven track record of over-quota achievement.
- Developing ongoing relationships with complementary solution vendors
- Willingness to travel 30-40% of the time (post COVID)
- Participate in post-sale handovers

Essential Job Functions:

- Understanding of Library management software is a must.
- Generate new business by competitively positioning our SaaS solutions
- Identify, qualify, and close new sales opportunities
- Proven track record of responding successfully to Tenders
- Maintain a high level of industry knowledge to have meaningful conversations with prospects
- Develop presentations and proposals that communicate the value of our products in alignment with each unique prospect's needs and objectives
- Experience building and managing a pipeline through a CRM, provide accurate sales forecasts and pipeline management.

You will have:

- A degree or equivalent or relevant work experience
- An ability to lead and execute through a fast-paced/growth-oriented environment
- The ability to take initiative, lead by example, and achieve consistent results.
- Comfortable working with a distributed team across regions
- Strong interpersonal relationship, communication and negotiation skills.

Knosys provides a fun, flexible and inclusive work environment. Success is what you make it, and at Knosys we support you in this endeavour. If you are searching for a company that is dynamic and support your growth, you need to apply now.