

Job Description

Growth and Acquisition Manager



Position Objective

Proactively seek out opportunities for growth and new client acquisition.

Type Of Employment

Permanent Part-time – 3 Days

Weekly Rate: \$597.30 + superannuation

As per level 5 of the Clerks – Private Sector Award 2010

Typical Duties/Skills

Indicative typical duties and skills may include:

Generate New Business

- Develop new relationships, prospecting and networking to bring in new business
- Respond to inbound enquiries
- Organise sales meetings with prospects
- Develop, submit and follow up proposals that speak to the client's needs, concerns, and objectives, in a timely fashion.
- Work closely with the internal team to build the sales strategy and achieve the company's goals.
- Contribute to the development of marketing strategies and campaigns, including social media posts, reviews and promoting the Beech & Co. brand image.

Develop Strategic Marketing Solutions

- Write marketing plans and strategies for clients
- Brief the internal teams on agreed scope of work.
- Work with new and existing clients to recommend services and solutions to help meet and exceed their goals.
- Stay up to date with trends and technology to help clients stay relevant

Position Characteristics

Employees in this position are to be dedicated to maintaining good relationships with internal & external stakeholders, ensuring clients and team members feel valued at all times.

Employees in this position are responsible and accountable for their own work which is performed within established guidelines under general direction. This may require the employee to exercise judgement and initiative within the range of their skills and knowledge. In some situations detailed instructions may be necessary.

The work of these employees may be subject to final checking and progress checking as required. Employees may also be required to check the work and/or provide guidance to other employees.

It is expected that employees in this position will dress, speak and act in a manner that reflects a high level of professionalism at all times.