

Business Development Director - Melbourne

ROLE PURPOSE

Instant are looking for a consultative sales person in Melbourne to join our team in the Australian Region. We're looking for someone with an entrepreneurial flair who enjoys working in a fast paced yet rewarding environment and is motivated by excellent customer service.

The Business Development Director is a field sales role responsible for both direct client contract value development as well as growth through contract expansion and the introduction of new products and services. The territory for this role will be Australia based, and carries a transactional sales quota and a target of 1 managed office solution annually.

KEY RESPONSIBILITIES

- Target C-level executives to develop property solutions deals that maximizes the value delivered by Instants solutions
- Cross selling/up selling solutions to deliver value to your client base
- Account management with outcome of increased customer satisfaction and increase in retention & account growth
- Consistent execution of Instant sales methodology
- Proficient in account planning and pipeline management
- Manage forecast accuracy on a monthly/quarterly/annual basis
- Maintain competitive knowledge & focus
- Fiscal responsibility with regards to expense management
- In-depth knowledge of Instant's services and solutions
- Qualifying of new opportunity requirements received directly or via the Channel
- Creation of reports and arranging client viewings, selling the serviced offices concept to them
- Having expert knowledge of the Australian market and assisting other team members in their knowledge
- Develop business in line with company objectives and monthly targets
- Planning time effectively to prioritize development of target sales
- Build a strong and accurate sales pipeline
- Be accountable for weekly and monthly forecasting
- Excellent communication skills and the ability to challenge upwards
- Work in conjunction with the global sales team to effectively deliver market insights and global solutions to clients

BACKGROUND AND EXPERIENCE

- You will be a highly motivated by targets and customer service, with a good level of sales experience.
- Experience of dealing with C-LEVEL execs and building relationships
- Display a passion for consultative based selling and knowledge of the real estate market coupled with a strong business acumen.
- Strong communication skills with the ability to manage objections
- Strong commercial acumen

KEY SKILLS AND COMPETENCIES

This role involves having the following key skills and competencies, namely:

Job Description
[Business Development Director]

- Strong individual with passion for selling and closing business along with excellent customer service skills
- Self-motivated and driven with a positive attitude
- Business focused and a forward thinker
- Proven sales record and strong performance within the sales teams at Instant
- Excellent negotiation skills and ability to close business
- Ability to work independently and use own initiative to get the job done and achieve the best results
- Ability to work within a competitive environment whilst supporting colleagues and offering advice and help
- Thrives in a competitive, sales environment

MEASURES OF SUCCESS AND KEY STAKEHOLDERS

You will be accountable for achieving set monthly KPIs and targets outlined below:

- Monthly deal target
- Monthly net target

Working at Instant

About The Instant Group

Founded in 1999, The Instant Group is a workspace innovation company that rethinks workspace on behalf of its clients injecting flexibility, reducing cost and driving enterprise performance. Instant places more than 7,000 companies a year in flexible workspace such as serviced, managed or co-working offices including Sky, Network Rail, Capita, Serco, Teleperformance, Worldpay, and TMF making it the market leader in flexible workspace.

Its listings' platform [Instant Offices](#) hosts more than 12,000 flexible workspace centres across the world and is the only site of its kind to represent the global market, providing a service to FTSE 100, Fortune 500, and SME clients. With offices in London, Newcastle, Berlin, Haifa, Dallas, New York, Miami, San Francisco, Hong Kong, Sydney, Singapore, and Kuala Lumpur, The Instant Group employs 230 experts and has clients in more than 150 countries. It has recently been included in the 2018 Sunday Times' HSBC International Track 200.

A business is only as good as its people

It's not all noses to the grind-stone though; Instant is a fun and dynamic place to work, where colleagues support one another and where the next social event is always just around the corner. We have been rated as one of the best small companies to work for and as one of the top companies with the fastest-growing international sales by the Sunday Times and are committed to continuing to make Instant a great place to build a career.

Instant is a values-driven organisation. We adopt and live by our values:

- We are passionately client focussed 24/7, 365
- We operate with integrity and a sense of fun
- We build long term client relationships based on trust
- We question convention with the desire to improve performance
- We collaborate in teams to create solutions that solve client problems
- We strive for excellence in all that we deliver
- We attract and develop the most talented people

We are a fast growing business with an exciting and vibrant atmosphere, where staff are encouraged to think for themselves and are rewarded for contributing to our success.

To support our ambitious growth plans, we want to attract and develop the best people – resourceful, committed individuals with relevant experience and a client-centric mindset.

The details

We pay market salaries and the right person will be offered a package according to their experience.

You will work 9am to 6pm Monday to Thursday and 9am to 4pm on Fridays.

For more information please contact Alice Mitchell:

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