



Business Development Manager

Location:

Plimmerton, Wellington

Job type:

Full time

Duration:

Permanent

Approximate pay:

\$115,000 - \$125,000

Benefits:

- Company vehicle
- Birthday leave
- Training and development

Imagine this: You're the connector, the bridge between innovative solutions and the developers shaping the future. You leverage your deep understanding of the construction industry, your existing network of key players in government departments, architectural firms, and construction companies, to unlock exciting new opportunities for Haptix – by CMT Group. You will be looking after the territory between Taupo and Wellington.

This isn't just about securing deals; it's about fostering genuine connections. As our Business Development Manager, you'll cultivate strong relationships with clients, becoming an extension of their team. You'll work together with our sales team, ensuring we deliver exceptional service and drive continuous growth.

What we are looking for: In this role, you'll build and maintain strong relationships with key customers, gaining a deep understanding of their needs while working closely with the sales team to achieve growth objectives. You'll liaise with the Haptix Brand Manager to communicate project updates or customer issues, ensuring seamless account management. The role includes day or short trips to the Marlborough region and occasional travel to other areas for new opportunities. We're after someone who's constantly on the lookout for new leads and tenders, managing the process from initial enquiry through to submission, follow-up, and debrief. You'll also maintain accurate sales timelines and collaborate with the marketing team to ensure consistent and effective messaging across all channels — from the website and client testimonials to project updates and LinkedIn.

To be successful, you'll need:

- 3+ years of sales and business development experience
- Proven ability to negotiate
- Ability to identify new opportunities and markets
- A high level of written and verbal communication skills
- Ability to work remotely and be self-driven and motivated
- Willingness to travel frequently, either day trips or occasional extended travel as required
- Proficiency in using CRM systems

