

## POSITION DESCRIPTION

<b>Position Title:</b> Business Development Manager – South Island	<b>Direct Manager:</b> Sales Manager – South Island	
<b>Budget Responsibility:</b> TBC	<b>Direct Reports:</b> 0	<b>Indirect Reports:</b> 0

### WHAT YOU'RE HERE TO ACHIEVE

This position manages and develops relationships with Gallagher Security’s channel partners, end users, architects, engineers, consultants, and key influencers in the region, ensuring they are well-supported to sell, install, and support our solutions.

This role requires a blend of exceptional communication, negotiation skills, and business acumen to deliver value.

### WHERE YOU'LL FIT IN #TEAMGALLAGHER



### WHO YOU'LL BE WORKING WITH

INTERNAL RELATIONSHIPS	EXTERNAL RELATIONSHIPS
<ul style="list-style-type: none"> <li>NZ Sales team</li> <li>Solution delivery / product teams</li> <li>Global Sales teams</li> <li>Security marketing team</li> <li>Finance / IS / People team</li> <li>Regional Technical team</li> </ul>	<ul style="list-style-type: none"> <li>Key Accounts</li> <li>End Users</li> <li>Channel Partners</li> <li>Consultants and Technology Partners</li> </ul>

## WHAT YOU'LL BE DOING

Key Accountability	Outcomes/ Expectations
<p><b>Value Add Dealer / Distributor Channel Management:</b> <i>Develop and maintain successful relationships with Channel Partners.</i></p>	<ul style="list-style-type: none"> <li>Enhance channel partner relationships through effective support and communication processes.</li> <li>Regularly communicate with regional BDMs to ensure consistent messaging.</li> <li>Align Security offerings and service levels with dealer needs and recommend corrective actions to close gaps.</li> <li>Continuously improve knowledge of Security products and services.</li> <li>Identify and address knowledge/skill gaps in the dealer channel.</li> <li>Manage channel expectations for product delivery dates.</li> <li>Ensure tender responses accurately present the Security solution. Where possible drive to upsell within tender responses.</li> <li>Manage problem resolution objectively.</li> <li>Regularly update channel partner stakeholders on Security solutions and capabilities.</li> </ul>
<p><b>Driving strategic growth:</b> <i>Develop and implement key account growth strategies to achieve sales goals and profitability.</i></p>	<ul style="list-style-type: none"> <li>Collaborate with internal teams to align account strategies with clients' goals.</li> <li>Identify and capitalize on growth opportunities within accounts.</li> <li>Analyze market trends and competitor activities to inform strategies.</li> <li>Cultivate relationships with key industry influencers.</li> <li>Build the Security business profile in targeted key accounts.</li> <li>Drive revenue growth through upselling, cross-selling, and identifying new opportunities.</li> <li>Negotiate renewals, pricing, and service agreements to ensure profitability and satisfaction.</li> </ul>
<p><b>Key Account Retention and Growth:</b> <i>Maximize relationships with high-value accounts for mutual success and growth.</i></p>	<ul style="list-style-type: none"> <li>Implement regional/major account sales plans aligned with business strategies.</li> <li>Develop and maintain strong, long-lasting relationships with key accounts.</li> <li>Tailor solutions to meet each client's unique needs and objectives.</li> <li>Provide expert guidance on solutions and industry trends.</li> <li>Regularly engage in client meetings, presentations, and reviews</li> <li>Identify at-risk clients and facilitate corrective actions.</li> <li>Broker client/dealer relationships to meet changing needs.</li> <li>Understand key client contacts to anticipate needs.</li> <li>Record all Security commitments in the Contacts database.</li> </ul>
<p><b>Analysis &amp; Reporting:</b></p>	<ul style="list-style-type: none"> <li>Provide regular reports on key account performance metrics.</li> <li>Use insights to recommend strategies for optimizing performance.</li> <li>Assist finance in keeping key account finances up to date.</li> </ul>

<p><i>Monitor key account data to enhance decision-making and profitability.</i></p>	
<p><b>Team contribution:</b> <i>Collaborate effectively and exemplify Gallagher culture daily.</i></p>	<ul style="list-style-type: none"> <li>● Actively challenge thinking, seek feedback, and contribute to discussions.</li> <li>● Freely share knowledge.</li> <li>● Model and communicate our purpose, values, and behaviors.</li> <li>● Respect team diversity and ensure all voices are heard.</li> <li>● Drive effective communication and collaboration for quicker outcomes.</li> <li>● Champion inclusive global thinking</li> </ul>

Perform any other duties as requested by the Reporting Manager.

## HOW YOU'LL BE DOING IT

### Qualifications and / or Experience:

- 5+ years' account management / sales experience
- 5+ years' experience in security systems or information technology environment.
- Experience in the High Security Market
- IT and / or Security industry knowledge
- Dealer / distributor management

### Skills / Competencies:

- **Strong Communication Skills:** Excellent verbal and written communication skills to effectively interact with partners and internal teams.
- **Relationship Building:** Proven ability to build and maintain strong relationships with partners and stakeholders.
- **Sales Acumen:** Strong understanding of sales processes and strategies, with a track record of achieving sales targets.
- **Analytical Skills:** Ability to analyze data, identify trends, and make informed decisions.
- **Problem-Solving:** Strong problem-solving skills and the ability to handle challenging situations with partners.
- **Industry Knowledge:** Familiarity with security technology and the needs of enterprise businesses, government entities, and other large-scale operations.
- **Adaptability:** Ability to adapt to changing market conditions and partner needs.
- **Team Player:** Collaborative mindset with the ability to work effectively with cross-functional teams.

# Protect what matters most.

Our purpose and our values apply to our extended Gallagher family including our employees, customers, partners and community.

