POSITION DESCRIPTION

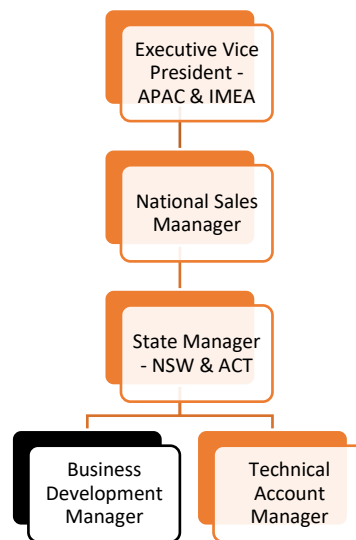| **Position Title**: Business Development Manager	**Direct Manager:** State Manager – NSW & ACT	
Budget Responsibility: TBC	**Direct Reports:** 0	**Indirect Reports:** 0

WHAT YOU'RE HERE TO ACHIEVE

The Business Development Manager (BDM) is a specialist sales role responsible for hunting new sales opportunities to drive the profitable growth of the region.

To achieve this, the BDM is expected to develop and execute agreed business development and growth strategies and plans across several verticals.

This position has responsibility for building market position by targeting, hunting, qualifying, developing, defining, negotiating, closing, and nurturing profitable and enduring business relationships with channel partners, end users, architects, engineers, consultants, and influencers.

WHERE YOU'LL FIT IN #TEAMGALLAGHER

Executive Vice President - APAC & IMEA → National Sales Maanager → State Manager - NSW & ACT → Business Development Manager / Technical Account Manager

WHO YOU'LL BE WORKING WITH

INTERNAL RELATIONSHIPS	EXTERNAL RELATIONSHIPS
• Sales Manager & Executive Vice President • Regional Technical Staff • Operations Manager • Training Manager • Marketing Manager	• Channel Partners • End users • Security Consultants • Major Clients • Other Industry Influencers

WHAT YOU'LL BE DOING

Key Accountability	Outcomes/ Expectations
Contributing to strategic growth: *Contribute to the development and execution of the growth strategy for the region that achieves company sales goals and profitability*	• Provide a strategic and commercial focus to contribute to developing the Business Plan for the region • Achieve monthly and quarterly Business Plan goals to influence profitable growth • Analyze market trends and industry developments to inform growth strategies that balance delivering on short-term goals, while creating sustainable long-term unique business value for customers • Maintain a watching brief on competitors. Understand threat to Security and factor into business tactics plus feed back to Security product management and marketing (eg: pricing, new product or features, service etc) • Recommend strategic business alliances and feedback to management • Prepare and implement regional / major account sales plans that are consistent with Security business strategies. • Share information and opportunities across individual BDM territories to help inform business plans • Lead from a position of insight and trust to assist clients in development and strategy

Driving new business development:
Excel at prospecting, generating leads, and closing deals to expand geographic and vertical reach within region
	• Drive new business within region and expand existing relationships in key verticals
	• Identify and cultivate relationships with key industry influencers
	• Build the Security business/personal profile in targeted vertical sectors.
	• Broker and facilitate best fit client / partner relationships
	• Lead end-user and channel partner development
	• Negotiate contract renewals, pricing agreements, and service level agreements to ensure profitability and client satisfaction.
	• Perform sales presentations for end user clients, channel & other partners
	• Work collaboratively with Technical expert to ensure sales opportunities are maximized, including but not limited to:
	  o Provide product presentations to potential Gallagher customers, end-users, and security consultants.
	  o Tender timely response to RFI's, RFQ's, and customer requests
	  o System designs and integrated solutions.

Value Add Channel Management *Grow channel partner support and communication processes that enhance partner relationships in line with*	• Develop and maintain schedule for channel partner meetings. • Maintain regular communication with other regional BDMs re National partner developments to ensure consistency in message delivery. • Ensure Security offerings and service levels are in line with current and potential partner needs. Recommend corrective action to close gaps.

the global security partner programme.	• Continue to improve knowledge of Security products and services and confidence in the Security business through regular facilitation of partner workshops in line with the global Security Product/Service Plan.
	• Identify knowledge/skill gaps in the partner channel that may be inhibiting Security sales and feed into the Security global training programme.
	• Manage channel expectations with regards Security product delivery dates.
	• Ensure major tender responses accurately reflect and present the Security solution. Drive to 'value add' to tender responses.
	• Monitor channel partner finance accounts and assist finance in keeping all accounts up to date.
	• Objectively manage problem resolution
	• Provide pro-active support, training and assistance to Gallagher partners and product users; including but not limited to:
	   o System Sales training for partners, system administrators and operators
	   o Assist partners with system design to maximise sales opportunities
	• Proactively ensure that partners maintain sales competence

Innovation: *Continue to identify ways to innovate and improve what we do and how we do it*	• Stay updated on industry trends and emerging technologies within the IT and Security sectors • Embrace new thinking to meet untapped customer needs and unlock growth • Network widely to challenge your thinking and gain new insights and ideas to help drive success
Team Building & Performance: *Contribute to creating positive team dynamics through open communication, collaboration, and a supportive attitude to achieve shared goals*	• Work effectively within the team in a collaborative, communicative manner • Assist all Gallagher team members to maximise group delivery • Focus on Continuous improvement and making current processes better • Be prepared to share knowledge and experience to all team members both individually and at team meetings to assist the team meet overall objectives • Demonstrate the ability to work independently and as a member of a team • Assist and participate with cross training of other team members as required • Continue to improve knowledge of Security products and services and confidence in the Security business

Including any other duties not specified that may be required to complete the role, and as requested by the Reporting Manager.

HOW YOU'LL BE DOING IT

Qualifications and / or Experience:
- 5 years of proven experience in B2B sales, ideally within technology / security industry
- Solution selling experience with the ability to grasp and communicate complex technical concepts

Skills / Competencies:
- Communicate effectively and take lead on complex projects through completion.
- Analytical mindset with the ability to interpret data and make strategic recommendations.
- Proficiency in CRM software and Microsoft Office Suite.
- Ambitious, and results-driven with a track record of achieving and exceeding targets.
- Ability to work collaboratively in cross-functional teams.
- The highest level of integrity, honesty, respect, and accountability in all that you do, every day.

Protect what matters most.

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

We are creative problem-solvers
Our rich pioneering history inspires us to think differently.

We build lasting relationships
We treat everyone with integrity, and value relationships that inspire and empower us.

We trust one another
We build this through consistency, compassion, excellence and honest communication.

We respect all voices
We harness the power of different backgrounds and experiences to create exceptional outcomes.

We help each other to grow
Our curiosity and thirst for learning helps us reach lofty heights.

We're committed to a better tomorrow
Our practices, behaviours and processes are good for us all and for our planet.

We share knowledge freely
We're a global community that sees collaborative information flow as a super power.