

Business Development Manager (BDM) – Roads & Pavements - VIC / SA / TAS

Job Description

The primary role of the BDM is to grow HUESKER's Roads & Pavements business in change to Vic/SA/Tas, through actively developing business. The role requires understanding and interpreting technical requirements, presenting and providing HUESKER's clients and design engineering partners with the appropriate information and solution in an exciting niche market.

The BDM will report to the Director - Civil, while working with and supporting the Sales and Engineering Team in providing technical support to our clients and projects.

Key duties

- Contacting and securing meetings with relevant asset owners, design engineers, and contractors; demonstrating the value of Huesker's solutions and identifying project opportunities where these solutions will add value to the projects and relevant stakeholders.
- Assessing specific project/client needs and advising on most suitable geosynthetic solutions; in addition to delivering technical design proposals working with the Engineering Team.
- Progressing current, continually developing new and growing the project pipeline; from conception through to tender stage. Entering all accounts, contacts and projects into CRM and diligently ensuring that the information in the CRM system is up to date and latest available.
- Identifying key decision makers, building new and managing existing relationships within relevant stakeholders (such as asset owners, design engineers and contractors operating in roads and airfield pavements), and ensuring their technical and operational needs are met.
- Diligently and effectively managing the sales development cycle to secure opportunities, while ensuring customer satisfaction
- Assessing technical drawings and specifications associated with projects, and assisting the Sales Team with Tenders/ Supply Proposals for long and short-term supply contracts
- Negotiating and implementing contracts, developing client-specific proposals where necessary.
- Providing before and after sales support as required, working with the Sales and Engineering Team,
- including on-site assistance where required in co-operation with Specialist Support Engineers
- Attending and presenting at conferences, industry meetings, and events.
- Increasing the value of existing accounts while developing new ones.
- Finding and developing new markets to grow the existing presence
- Developing goals for business growth and ensuring agreed revenue targets are met through strategic and effective action.
- Occasional shift work and weekend work may be required from time to time
- Regular visits to regions are required, while interstate travel will be required from time to time

Must haves

- Minimum 3 years experience in business development or related role, with a proven track record in business growth and/or market development in the construction and civil engineering industry, preferably in roads and pavements and in a specification-based setting.
- Strong familiarity with road and airfield pavement construction industry and relevant stakeholders
- Strong work ethic, being self-motivated and results-driven are essential, together with the ability to work well autonomously and as an effective team player in small teams.
- Be an effective influential communicator with highly developed written and verbal language skills, able to effectively secure and deliver meetings and presentations, and handle technical enquiries
- Ability to deliver exceptional customer service and build strong long-term relationships
- Excellent organisational skills and ability to prioritise effectively
- A professional solution-focused attitude and strong commitment that will fit a highly motivated team environment
- Ability to influence and gain commitment
- Proactive enthusiastic personality with demonstrated initiative
- A current, valid, full clean driving licence
- IT fluency, and proficiency in word/excel/outlook and power point
- Ability to manage complex projects and multi-task
- Ability to manage and bring together various stakeholders as needed, and handle uncertainty well

What would be beneficial

- Experience and/or understanding of the pavement construction and/or asphalt industry
- Strong network within the above industry is highly valued
- Tertiary qualifications in Engineering and/or Business

You will be trained and mentored; however this role is autonomous and would suit a professional who

- enjoys a dynamic work and team environment,
- highly organised, committed, self-motivated and results-driven
- able to work effectively with consulting/design engineers, asset owners as well as a range of contractors within the pavement design and construction industry
- thrives on helping others and solving customer/partner problems, with excellence in customer service
- able to perform a diverse range of duties with great people and time management skills, focused on providing designers and clients with the right solution, and generating and securing business
- enjoys a balance of managing the existing and developing new client portfolio

What is in it for you

- A highly committed and supportive team environment, with an emphasis on delivering the best solution for our design partners, clients and customers.
- You will be driving and contributing to more sustainable and durable road construction with state-of-the-art solutions
- Part of a highly-reputable global company, with a well-established and continually growing Australian presence, and growing opportunities in many aspects.
- Strong technical expertise is well-matched with the practical expertise locally, allowing you the opportunity to thrive as a well-respected partner in the industry.
- Opportunity to work from home and stay close to your direct team members
- Company vehicle, in addition to all necessary tools

Company Description

The HUESKER Group is a leading manufacturer of geosynthetics and technical textiles. The corporate head office of the HUESKER Group is located in Gescher (Westphalia), Germany. As a globally active company, the Group has ten subsidiaries and co-operates closely with trading and distribution partners in more than 60 countries. HUESKER has been shaping international markets as a pioneer of textile weaving for over 160 years.

The HUESKER Group provides sustainable and intelligent solutions utilising modern and highperformance technical textiles. With its products and services HUESKER provides solutions in the areas of Earthworks and Foundations, Roads and Pavements, Environmental Engineering, Hydraulic Engineering and Mining, as well as applications in Industrial and Agriculture. First class engineering services, a high competence in manufacturing, coating as well as tailoring of technical textiles and innovative spirit are the key to HUESKER's success. If a project is challenging HUESKER will find a solution!

Contact

HUESKER Australia Pty Ltd
Zehra Kaya
office@HUESKER.com.au
www.HUESKER.com.au