



Business Development Manager

- **Industrial Water Treatment**
- **Capital Projects**
- **Australian Owned Dynamic company**

Desalination and water recycling is an industry of the future. Osmoflo Pty Ltd is the leading Australian owned manufacturer of water desalination and water recycling equipment based on membrane technologies. Osmoflo has an excellent reputation in the market for quality, innovation and flexibility. It is well known in the industry for its commitment to customer service and use of state of the art technology.

As the result of continued business growth, we are seeking to appoint an experienced BDM in Queensland and New South Wales as part of our national Sales Team. Key responsibilities of the role include:

- Develop and implement business plans to achieve sales targets for Projects
- Proactively source, qualify, and develop new sales opportunities for Projects
- Develop and implement sale strategy, assist in the preparation of tender documents and proposals, and close out sales
- Promote and position Osmoflo and build professional relationships across the regional market.

To be considered for one of these opportunities, candidates will have an engineering background and extensive experience in a similar role where they are required to sell industrial process solutions. As the role requires networking with consultants and key industry stakeholders, experience in the mining, power, CSG industries will be valuable as will experience of industrial water treatment. A self starter, you will have a high degree of self-management and be able to demonstrate your experience in achieving commercial results. A confident communicator you will be comfortable in commercial and technical discussions and presentations, and have a high standard of written communication.

This role represents an exciting career opportunity for experienced technical sales professionals to be a key player in a dynamic and growing company. Applications quoting AWABDM1007 in the subject line should be forwarded to:

Human Resources
staff@osmoflo.com.au

Personal applications only
Only those candidates that are shortlisted for interview will be contacted