

**Position: Business Development Manager**

**Location: Melbourne Australia**

**About us**

Artez provides a suite of online fundraising tools that are easy, affordable and flexible that help charities and nonprofit organizations raise more money. We apply our in-depth industry experience, leading technical advice and understanding of fundraising principles to help our clients achieve their fundraising objectives. Artez is recognized as the leading global software development company serving nonprofit clients.

**Role: summary, purpose & primary responsibilities**

We are seeking an energetic, charismatic sales person who wants to make a difference by joining our team and sell to some of Australia's most influential charities such as Fred Hollows Foundation, Leukemia Foundation, Royal Children's Hospital QLD, Cancer Council Australia, The Starlight Foundation and more.

**Principal duties and responsibilities include, but not limited to:**

- Manage sales strategies to achieve Australian revenue and profit goals.
- Selling solution benefits. Listen and learn about the customer's needs and demonstrate how our software solution can satisfy those needs.
- Create a successful prospecting and selling strategy to effectively grow the client base.
- Cold calling prospects and developing new clients will be an integral part of this role.

**Person**

This role is suited to someone who is a self-starter with an upbeat, energetic attitude. You will need to be a passionate, quick thinker with excellent communication skills. Positivity and determination to exceed are an absolute must!

- Minimum of 5 years experience in a consultative sales role
- Experience in rapid-growth, competitive, fast paced technological environment
- Relevant educational background
- Optimistic and energetic digital citizen who regards the web, social media and the smart phone as a part of their life
- Results oriented, hardworking team player & strategic thinker
- Proven, capable and confident closer
- Excellent presentation skills
- Thorough knowledge of Salesforce.com, Word, Excel, Key Note/.PPT
- Demonstrated history of goal setting and achievement above and beyond expectations

## **In Return**

Major benefits of working with Artez:

- Attractive Bonus Structure
- Opportunities for progression and promotion
- A team of creative thought leaders
- Full leave entitlements
- iPhone and laptop company options
- Client site visits & the option to work from home on some days

## **To Apply**

If you want to move fast, create great user experiences, and work for a company that provides a solution that raises hundreds of millions of dollars for the causes that matter most, then we should talk.

Send us a letter, together with a resume, telling us why you fit our needs and how you would make Artez even better to [hr@artez.com](mailto:hr@artez.com)

For more information, please visit us at [www.artez.com](http://www.artez.com)

We look forward to meeting you!