

Job Title: Motion Business Development Manager	Type of Employment: Full Time
Business Unit: Motion New Zealand	Location: Central/Lower North/Upper South Island

We are currently seeking a highly motivated **Motion Business Development Manager** with experience in solution selling. This is a pivotal role for the organisation, working closely with the National Contracts Manager to spearhead sales and account growth.

**Your responsibilities will include:**

- Working closely with the National Contracts Manager to develop a strategic sales plan.
- Prospecting new business and building a strong pipeline.
- Ensure continuous customer service excellence.
- Promote the products and services of Motion New Zealand Ltd to internal and external customers.
- Ability to use knowledge of the industry to understand the customer needs and expectations ensuring that our customers are receiving premium service.

**To be successful in this role you need to:**

- Sales experience and motivation to grow the business a must
- Have a passionate approach towards excellence in customer service
- Excite the Team and foster a winning culture
- Solution-orientated approach to problems, we love helping customers!
- Be conscious of Health & Safety.
- Ensure your communication, language, and interactions with everyone while at work are professional, clear, and appropriate
- Develop innovative ideas and strategies in the sales planning and forecasting.
- A hunter personality with a 'can-do attitude, excited by developing business.
- Would be an advantage to have knowledge of industrial distribution, retail operations pump and seal industry.
- Good communication and written skills and be able to demonstrate building a strong pipeline.
- The ability to identify and capture new business opportunities with existing customers.
- Intermediate MS Office skills – including Excel, Word, and Outlook, PowerPoint
- Valid New Zealand Drivers licence

If you are the star that we are looking for, then please apply by sending your current CV and a Covering letter to the Motion NZ Centre, National Contracts Manager, Ike Tapine at [ike.tapine@motionasiapac.com](mailto:ike.tapine@motionasiapac.com).

If you have any questions regarding the role, then please feel free to ring Ike on 021 535 869

Please contact HR if you would like a copy of the Job Description.

Generated by: HR Department	Date: 16 September 2022
Approved by: Ike Tapine	Date: 16 September 2022