

Aspire2 Business | Workplace Communication

- Do you have 3+ years' experience in B2B Solution or Insight selling?
- Do you thrive on meeting and exceeding targets?

Aspire2 Business | Workplace Communication is the largest provider of government-funded Workplace Communication training in New Zealand.

We are seeking a high performing, Auckland-based Business Development Manager for our Workplace Communication programmes. You will be targeting businesses across New Zealand to engage them in government-funded training. The programme is customised to each business with the needs stemming from language, literacy and numeracy skill gaps.

You will have achieved great success in selling solutions to all kinds of businesses from owner-operators to large corporate companies. It's not essential that you have prior education or training industry experience (although this would certainly be advantageous). You will be a true hunter and a strategic operator.

To be successful in this role you will have:

- Three plus years' experience in Business to Business Solution and/or Insight Selling
- Ability to present ideas and concepts logically to all audiences from learners to CEOs and the ability to effectively influence stakeholders
- A high standard of personal presentation and communication skills, both verbal and written
- The ability to prospect and create leads effectively
- The ability to grow existing accounts strategically
- Huge motivation and high energy to succeed
- Ability to work towards targets delivering results fast and effectively

You believe that what we do will really make a difference to New Zealand businesses and their people.

If you are confident that you meet the above then please contact:-

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