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Business Development Executive

- Fast Growing Accident Management Company
- Excellent remuneration including fully maintained vehicle & attractive incentive structure.
- Excellent career progression opportunities with the market leaders in a fast developing industry.

Compass Claims are the accident management division of 1car1. Providing accident replacement vehicles and accident management services to our clients we are looking for a dynamic and motivated individual to join our energetic team and help the company expand. The ability to work across all sectors of the accident management & car rental market is a must. You will be primarily focused on driving new sales into the business along with the management of existing relationships

KEY RESPONSIBILITIES:

- On the road developing and actively seeking out new business.
- Building strong relationships both internally and externally
- Management of the existing 1car1 & Compass Client Base to ensure relationships are maximised to their potential
- Identify sales opportunities and ways to grow the business in different areas of industry
- Develop good in-depth relationships throughout the organisation with clients and partners
- Contributing ideas and good proactive business sense to the team and organisation
- Reporting of potential sales opportunities and market activity to the management team.

KEY REQUIREMENTS:

- A proven history and track record in a sales or business development environment, An understanding of the smash repair world would be an advantage
- Experience and understanding of a sales industry in a competitive marketplace.
- Ability to build on existing relationships
- Ability to work autonomously on the road.
- Forward thinking ideas and the desire to progress.
- Monitor competitors and acknowledge our position in the marketplace.
- Strong communication skills

An extremely attractive package is available for a results orientated person who is looking for a challenge. Salary is relevant to experience and comes with incentives and a **fully maintained** company car. To take up this exciting challenge apply immediately, sending a covering letter and resume with current remuneration package to James.Frape@compasscorp.com.au
Applications Close 16th April 2010.