



## Business Development Manager

We're looking for a passionate, friendly and engaging Business Development Manager to join our team, helping us expand our reach and support wellbeing in even more schools, early years services and workplaces.

- **Full-time, Permanent**
- **Location: Collingwood, VIC**
- **Reporting to: Strategy and Development Manager**

### About TRP

The Resilience Project (TRP) purpose is to “inspire happiness and change lives”. We teach positive mental health strategies to help people become happier and more resilient.

Through education and workplace programs, podcasts, events, the TRP app and wellbeing journals we share the benefits of gratitude, empathy and mindfulness and simple ways to practice these to support positive mental health.

We have delivered programs to over 1500 schools around the country and worked with many elite sporting teams, including the Australian cricket, netball and soccer teams, NRL and AFL clubs.

### Life at TRP

At TRP, we are driven to have an impact through everything we do. We are guided by our values - **humble, inclusive, passionate, professional and curious** - and aim to bring positivity to work every day.

We have a **great team**. We genuinely care about each other, love a bit of friendly banter and are always willing to help.

We have **flexibility**. We look after each other and the people that are important to us. That's why we provide great flexibility to balance work and life.

We have **autonomy**. Our strong working relationships are centred around trust. We are outcomes driven, believe in our abilities and trust each other to deliver.

### About the role

To meet the increasing demand for wellbeing programs in schools, early years settings, and workplaces, we are looking for a highly motivated sales professional to help these audiences identify the wellbeing support that best meets their needs.

We are seeking someone that has a proven track record in uncovering and understanding customer needs and successfully matching these to our program and resource offerings. You have proactively managed a sales funnel and achieved success in converting prospects into meaningful relationships and customers.

### What will you be doing?

- **Client acquisition** - identify and convert new partnership opportunities with prospective schools, early years services and workplaces through proactive phone calls and emails to nurture them through their decision-making process.
- **Client onboarding** - seamlessly handover new client relationships to various partnership managers, ensuring clients feel supported and expectations are met.
- **Presenting and pitching** - proactively schedule and meet with prospective clients, presenting the link between their unique needs and TRP programs/resources.
- **Sales administration** - maintain a detailed profile and overview of the progress and experience of your prospects across the various sales channels.

### About You

We are looking for someone who shares the TRP values and is passionate about our purpose to “inspire happiness and change lives”.

You'll need to thrive in a fast-paced, dynamic environment, be driven to achieve outcomes, willing to roll up the sleeves and bring a positive, can-do attitude to your work.

Our ideal candidate will also have:

- 3-5 years of B2B business development/sales experience
- Strong stakeholder management and ability to build meaningful relationships
- Experience in successful pipeline management - maximising customer experience and sales acquisition, through a willingness to frequently engage prospective customers
- Strong presentation skills and ability to deliver to a range of audiences, particularly teachers, educators and HR professionals
- Strong communication skills -warm, friendly, approachable
- Excellent organisation, time management and prioritisation skills
- Experience working cross-functionally, proactively and collaboratively with others

### Interested?

If this opportunity sounds like the right fit for you, please click on the following link to submit your application **before 9am on Monday 10th February**:

[Click here to apply](#)

If you have any specific questions about this opportunity, please contact Emma at [emma@simplyhr.net.au](mailto:emma@simplyhr.net.au).