



## JOB DESCRIPTION

### BUSINESS DEVELOPMENT MANAGER

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#### **About Us**

FirstWave, a leading Australian global cybersecurity technology company, has delivered cybersecurity-as-a-service solutions since 2004, in line with its mission to democratise enterprise-grade cybersecurity-as-a-service for the SMB market. In an increasingly connected and vulnerable digital world, FirstWave believes that safe business is good business and that every business should have access to enterprise-grade cybersecurity.

FirstWave's infrastructure, management and security processes are certified to ISO 27001 Information Security Management System Standard and ISO 9001 Quality Management System Standard.

With its recent acquisition of Opmantek, FirstWave has expanded its portfolio of solutions to include automated network management and IT audit offerings and opened access to the North American market through Opmantek's existing managed services partner network.

FirstWave is committed to attracting and nurturing brilliant individuals to create a dynamic and welcoming workplace. We redefine delivery economics and provide an end-to-end suite of cyber security services unmatched in the market.

#### **About the Role**

FirstWave are expanding the sales team to support the growing demand for our exciting and innovative cybersecurity-as-a-service product offering. This new Business Development Manager role will be responsible for sourcing relationships with customers and key decision makers to develop new business opportunities and nurture existing customer relationships.

#### **About You**

The successful candidate will be a hungry go-getter with an innate drive to succeed. You will be gifted with the ability to engage, build relationships and maintain credibility with clients.

#### **Job Description**

- The BDM is responsible for cultivating, generating & growing relationships for new accounts in the cybersecurity sector.

- The BDM is responsible for rigorously qualifying opportunities for active pursuit based on the probability of success and the intelligent allocation of the company's resources.
- The BDM will use client network and market intelligence including competition information to identify and set priorities for competitive offerings and solutions.
- The BDM will interact with the client leadership and review industry trends to identify opportunities within account(s) with the support of Service Line (SL), corporate and sales enablement teams.
- The BDM will identify and create new opportunities for growth in the account(s) by leveraging differentiated value propositions to shape sales opportunities.
- The BDM will proactively lead sales pursuits to capture maximum share of revenues from emerging business opportunities.
- The BDM will be responsible for developing assigned territories/portfolios and improving sales methodologies.
- The BDM will be responsible in developing client specific annual account plans through customer insights along with the key solutions, activities and planned revenue.

### **Attributes, Skills, Experience and Qualification**

- Demonstrated experience in prospecting and developing new business.
- Business acumen to meet financial targets.
- Ability to comprehend and problem solve by thinking and acting quickly on your feet.
- Ability to articulate a strong value proposition at the executive level.
- Demonstrates excellent presentation/written skills.
- Excellent communicator who can formulate, oversee and implement account strategy.
- Proven sales ability including outstanding negotiation skills, persuasive ability and excellent communication skills.
- Expert cybersecurity product and industry knowledge coupled with the ability to deal with clients at all levels and translate client needs into a complete solution.
- Management, business, accounting and reporting skills.
- Creativity and a flair for innovation.

If you are a motivated individual who wants to join a rapidly growing organisation driven by a culture that supports innovation, leadership & collaboration, we want to hear from you.

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- Please detail in your cover letter your current salary, salary requirements for a new role, and the amount you made in your last full year of sales, and send together with your resume to Ruth Sloley at [jobs@firstwavecloud.com](mailto:jobs@firstwavecloud.com)
  - Application Deadline: 09/09/2022
  - Locations: Sydney
  - Job Type: Full-time
  - Must be an Australian citizen or have permanent residency to apply. Sponsorship will not be considered.