

Business Development Manager

Vivid Group is a leading Web and Technology services company. As a Microsoft Gold Partner you will be working on a range of Internet, Intranet, Extranet, eCommerce and CRM projects for over 300 clients nationally.

Vivid is part of the Mitchell Communications Group. Mitchells is Australia's largest independent communications group with companies across media planning & buying, strategy, digital media & marketing, branded entertainment, public relations, brand experience, sponsorship, sportsground marketing, direct marketing and corporate social responsibility.

The role is based in our Melbourne office. You will be working within a team of 45 people on a range of projects for some of Australia's largest brands. For more information visit www.vividgroup.com.au

Reporting to the Managing Director, you will be responsible for new business generation for Vivid Group and associated Mitchell Communications Group businesses.

The successful candidate will be required to work autonomously to secure new clients through;

1. Facilitating incoming leads from initial consultation through to proposal, pricing and presentation
2. Identifying new prospects through an array of initiatives including but not limited to;
 - a. Cold calling
 - b. Events
 - c. Direct Marketing
 - d. Networking
 - e. Sponsorship and PR
 - f. Digital Marketing
3. Working with sister businesses on joint pitch opportunities
4. Working with Vivid Account and Project Managers to identify new project opportunities within Vivid Groups existing 300 strong client base
5. Helping to introduce and cross sell new Digital and Technology products into the market place

Training will be provided and remuneration will be based on experience.