



Business Development Manager

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- **Full Time employment opportunity starting ASAP**
- **Sydney HQ or Work from Home (any location in Australia, preferably based in East Coast)**
- **STRONG Solution Sales background, especially Microsoft SharePoint based solutions**
- **“Hunter” skills with an impressive C-level connection list is a MUST**

Take charge of selling of Microsoft solutions outstanding career opportunity Sydney or Melbourne, Australia based.

The Business Development Manager is responsible for generating revenue by prospecting and closing Microsoft Solution sales related to SharePoint, Exchange and CRM technologies. This individual is responsible for selling SharePoint Portal and Application Development services, Windows/iPhone/Android App Development, Exchange Messaging Platform upgrades and Migration and Microsoft CRM Customisation and Deployment. The Business Development Manager position is an outside sales role and carries a quarterly sales quota. Some travel, mostly to USA or nationally within Australia, is required.

This is a hands-on role for a seasoned sales professional with responsibilities ranging from cold calling, lead generation, qualifying prospects, identifying decision makers, and determining sales strategies, to responding to opportunities, creating Statements of Work (SOW), providing executive oversight during project delivery, and developing strong client relationships. The keys to success include your ability to significantly grow the Microsoft SharePoint, Exchange and CRM business by identifying new clients, leveraging existing client relationships, cross-selling Microsoft solutions, as well as exploring and defining new SharePoint/Exchange/CRM service offerings.

This role would suit candidates with the following skills and experience:

- **Solution Selling Experience** – At least 8+ years in the IT consulting industry, mostly in a business development and sales capacity and a demonstrable ability to sell Microsoft Technology based solution in the United States (preferred), EMEA, and Australian and/or Middle East marketplace.
- **Channel Management/Partnerships** – Should have managed and grown the Microsoft Partnership and relevant channels with the sole intent of generating leads via Microsoft and also increasing visibility of KLST capabilities with Microsoft.

XPSoft Pty Ltd

(ABN: 13 153 118 104 ACN: 153 118 104 - Trading as KL Software Technologies)

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- Technology - Strong understanding of Microsoft SharePoint portals and content management solutions as well as SharePoint Sales background is mandatory. Also good to have sales background in Microsoft Exchange and Microsoft CRM
- Executive Connection – Well-connected and has relationships at the executive level in the United States industry with proven experience selling Microsoft solutions to clients and strategic accounts especially in the US. Not only this person should bring a set of new clients at the time of joining KLST, but also aggressively add new at least 2 new brand clients each quarter after joining our organisation.
- Leadership - Ability to participate in problem resolution. Quick to learn and take charge. A self-starter committed to finding creative solutions to difficult problems. Ability to work in team environment.
- Marketing Background – Ability to plan, organize and execute Lead Generation campaigns and events (via webinars, seminars, Search Engine Keywords etc.) or work with an external Marketing List provider to execute telemarketing campaigns for KLST products.
- Business Knowledge - Demonstrate analytical and problem solving skills using knowledge, experience and understanding of Cloud Computing concepts.
- Communication skills - Excellent presentation, verbal and written skills.

The successful candidate must be able to target and penetrate prospects and qualified leads in Australian markets (especially focussed on Sydney and Melbourne).

This position can be located anywhere in Eastern Australia (preferably Sydney or Melbourne) as we support 100% working from home model as long as there is a willingness to travel nationally (especially Sydney, Melbourne or Brisbane) for business development.

Attractive Remuneration package with uncapped Commission Plan is available for the right candidate

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