

This is an exciting opportunity to join a rapidly growing, **market leading, Australian Property Tech** company that is going from strength to strength. At MYBOS, we value independence, flexibility, and personal growth. We're a fast-growing Australian technology company that embraces innovation and encourages our team members to push boundaries and reach new heights.

We are headquartered in Sydney Olympic Park, but in a huge growth phase. We are seeking **3x BDM** with one based in **Brisbane, Melbourne and Auckland** respectively. These roles will be **100% remote**.

As a **Business Development Manager**, you'll be at the forefront of our mission to acquire new customers and drive our business forward. Armed with your exceptional pipeline management, communication, and negotiation skills, you'll engage with inbound leads, outbounds leads, door knock and represent MYBOS at tradeshow and conferences in your market.

If you are looking to make an impact, be a valued member of the team, **own your market**, and help MYBOS go global, then this is the job for you.

#### **What Makes This Job Exciting:**

- ✓ Be part of a sales team that drives MYBOS to becoming a truly global organisation. And as such, will offer many career opportunities.
- ✓ Be the first MYBOS hire in VIC
- ✓ The role will be split between growing an existing client base and bringing on new business.
- ✓ From the first contact to closing the deal, you'll have direct interaction with customers, allowing you to build strong, long-term relationships.
- ✓ Uncapped commission! Your hard work and success will be celebrated and rewarded accordingly.
- ✓ Join a team of amazing colleagues who share your passion for success and experience a great company culture that promotes collaboration and growth.

#### **About You:**

- Permanent working rights in Australia .
  - 4+ years business development experience hunting new business and working towards revenue targets.
  - Genuine interest in business & technology.
  - Excellent communication skills both verbal and written, as a large portion of your role will be doing product demos and closing deals.
- Sales is in your DNA. You love to close deals and achieve your targets. 5+ years of experience in sales role with revenue and contract KPI's.

#### **Nice to Have:**

- Business degree or related background
- SaaS experience
- Immediate start

#### **Remuneration:**

- \$100,00 base + \$36,000 commission + super (OTE \$136,000)