



VACANCY: Regional Business Development Manager

LOCATION: Ravenhall, Victoria 3023, Australia

Contract: Permanent

About the business

We are Australia's leading provider of specialist pipe fittings for the gas, water, mining and power industries. Part of the global network of Fusion companies, we deliver world-class solutions in the manufacture and supply of jointing equipment, fittings and fabrications for polyethylene pipe systems used in the transportation of water, sewerage, gas and chemicals.

About the role

We are looking for a motivated Regional Business Development Manager to drive profitable sales growth across Victoria, South Australia, ACT and Tasmania.

Based in Ravenhall and reporting to the State Manager, you will take ownership of new business development, existing account growth and the regional sales pipeline. This is a hands-on role combining business development with account management and ownership of the end-to-end sales process.

- Develop and execute the regional business development and customer growth strategy.
- Identify, prospect and convert new business opportunities while growing and protecting existing accounts.
- Manage the sales process from lead generation and qualification through proposal, negotiation, close, handover and after sales service.
- Build and maintain a strong qualified pipeline and provide accurate sales forecasts against agreed budgets and targets.
- Develop relationships with key decision makers through customer meetings, site visits and regular account reviews.
- Educate the customer on our product range and offer a variety of product related solutions to suit their needs
- Identify opportunities to increase product penetration and expand Fusion's presence across the region.
- Work closely with Customer Service, Finance, Logistics, Service Delivery and Technical teams to support customer outcomes.
- Maintain accurate CRM activity and provide market, customer and pipeline intelligence to support decision-making.
- Manage the territory effectively against agreed sales budgets and commercial objectives.
- **Regular interstate travel is an essential part of the role.**

Skills and experience

- Australian/New Zealand citizen or valid working visa (essential)
- Current driver's licence (essential)
- Minimum 10 years extensive knowledge of Polyethylene components and associated products (essential)
- Demonstrated experience in business development, sales and account management.
- Knowledge of the local area and industries
- Self-motivated with the drive to succeed
- Ability to work autonomously and with high efficiency to be able to meet deadlines



- Strong communication and interpersonal skills with the ability to build effective customer relationships.
- Confidence managing sales pipelines, forecasts and commercial discussions.
- Ability to understand customer requirements and develop practical product and service solutions.
- Ability to use Microsoft Office Products - Microsoft Navision highly regarded (though not essential)
- Previous exposure to Online Warehouse Management Systems an advantage
- Willingness and ability to travel interstate regularly.

What we offer

- Permanent full-time position.
- A culture of shared values, goals, attitudes and business growth
- Clear career progression
- Comprehensive training and mentoring
- A collaborative and forward-thinking team environment
- Real responsibility and impact from day one
- Employee Assistance Programme (Welfare and Wellbeing)
- Competitive salary & Incentive based on results
- A blend of training to help your career development
- Free onsite parking

Working Hours

38 hours per week

APPLY NOW - Please send your up-to-date CV to Accounts@fusionplast.com.au