

Business Development Manager

Reports To: Market Manager and Director of Sales

Role summary

Business Development Manager (BDM) reports to their Market Manager or the Director of Sales and will be responsible for lead generation as well as initiatives that increase sales effectiveness and efficiency. We are looking for an individual that is passionate about the restaurant industry, highly organized, and thrives in a fast-paced work environment. The BDM is remotely based in their market and will work collaboratively with the telesales team in our Sydney Head Office. Their main goal is to sign new restaurants to the Dimmi Network.

Duties include

- Researching/generating new sales leads
- Book and confirm quality appointments prospect restaurants
- Engaging with restaurant owners in an effort to bring them on to Dimmi
- Understanding your own focus market and goals
- Developing and maintaining client relationships
- Full use of CRM (salesforce)

Requirements for the role

- Experience in a field sales or similar team
- Proven track record in over performing on targets
- Ability to prioritise and handle multiple tasks
- Excellent communication and presentation skills
- Extremely detail oriented
- Own mode of transport and a valid Australian drivers licence
- Previous salesforce experience preferred
- Bi-lingual preferred
- ResDiary or hospitality experience also preferred

About our company:

Whether it's a first date, a business deal, a family catch up or a 90th birthday, the moment is the reason why we eat out. Dimmi, a TripAdvisor company (the world's largest travel website), facilitates these moments by connecting diners with the right restaurants every time. Through the Dimmi website and mobile app, diners can discover and instantly book the perfect restaurant for the moments that matter. Dimmi partners with more than 4,00 of the country's hottest restaurants and with distribution partners including the likes of Qantas, TripAdvisor, Google & Broadsheet to provide instantly confirmed bookings and access to 1 million qualified dining reviews. Founded in 2009, Dimmi is Australia's #1 restaurant reservations platform, has seated more than 15 million diners and was recently awarded the BRW Top 100, Deloitte Tech Fast 50 (Australia) and Deloitte Tech Fast 500 (Asia) awards for innovation & excellence.

If this is the role for you, email your cover letter and resume to jared@dimmi.com.au today.