

Business Development Representative

Who we are

Apromore is a leading provider of open-source solutions for process mining and AI-driven business process improvement. Our vision is to democratize process mining by enabling organizations to achieve digital transparency and operational excellence. We've helped dozens of organizations leverage the full potential of their business transactional data to enhance their productivity, product & service quality, and compliance. Our process mining platform is the result of over ten years of research and innovation at The University of Melbourne and several other universities worldwide. Our customers include leading companies in the banking, insurance, healthcare, manufacturing, and government sectors. To learn more, visit <https://apromore.com>

Your role and responsibilities

We are searching for a high calibre and accountable Business Development Representative to be a part of our demand generation team, on the APAC market, with primary focus on Australia and New Zealand. This is essentially an in-house role, and does not require sales at the client place of work.

As an integral part of the sales cycle, you will support and work cross-functionally with sales leadership and marketing. In this role you will develop and drive new leads as well as deliver and communicate an understanding of the process analytics market. In a nutshell, you will:

- Generate new sales activity through lead generation for the APAC sales team
- Work together with sales and marketing departments targeting inbound and proactive outbound prospects and leads
- Nurture and follow up on warm leads to secure meetings (SQLs) for assigned sales executives
- Effectively collaborate with assigned sales executives to ensure alignment in strategy and goals to maximise opportunities and sales activity
- Successfully identify, qualify and close prospects; overcome objections through consultative approach
- Gain high level understanding of our solution and product offerings, strong influence and customer centric positioning to drive awareness, curiosity and appointments
- Participate in targeted marketing events and/or promotional marketing activity.

Your qualifications, skills and experience

- A team player. You understand that sales is a challenge best tackled as a team. You effectively partner with your sales counterparts, utilising their expertise
- Exceptional verbal communication and presentation skills
- Passionate about working in a fast-paced, high-growth environment
- Determined and focused hunter and self-driven individual who thrives on preparation, execution and exceeding targets
- Ability to research, create persona-led/customer-centric scripts and test and learn multiple approaches to break-in
- Able to work autonomously, maintain self-motivation and drive
- Tertiary education degree in Business, Marketing or related discipline.

What we think the best candidate will possess

- Experience with complex technology products, services and solutions, ideally in the business analytics market
- Strong knowledge of competitive, vertical and industry trends
- Strong focus on metrics, and reporting on all areas of your prospecting funnel.

What we offer

- Competitive salary + commission scheme
- Flexible working environment, incl. working from home
- The best equipment and tech tools to empower you to do your best work
- Ongoing learning and training opportunities
- High degree of career development – grow with us!
- Be a part of an innovative, supportive and fun working environment

Equity and Diversity

We are a multi-cultural company committed to equal opportunity in employment and welfare. All qualified candidates will receive consideration for employment.

Job Coordinates.

- Location: Melbourne, Australia or Remote
- Employment type: full-time, continuing.
- Work rights: Australian permanent residency or citizenship required.

For inquiries on this position, contact us at careers@apromore.com.