



Sales and Growth Manager

- Sydney (Remote)
- HR Consulting
- Part time (3 days per week)

The Role

We are currently looking for a Sales and Growth Manager (BDM) to generate a pipeline of sales opportunities for **shilo.** nationally, with a focus on Sydney as a priority. If you are an HR/Recruitment professional looking to transition into a relationship driven sales role then this could be the perfect opportunity. You will be targeting all sectors, with a focus on HR Directors and Chief People Officers. The role will be fully remote (with client meetings in person when necessary) and we are looking for somebody interested in working part time for 3 days per week. If you are looking for flexibility in your role then keep reading!

You will generate a pipeline of sales opportunities through the creation of a focused sales strategy including the development of, and utilisation of, proven sales methodologies to generate quality leads and deliver on **shilo.**'s ambitious longer term growth strategy.

As part of the growing **shilo.** team, the Sales & Growth Manager will need to be agile, and accountable within the role. To be successful you will need to have an intimate understanding of proven sales processes and methodologies, lead generation and relevant sales channels, account management, sales data reporting and analysis, target tracking, and pro-active business development. You need to be keen to pave your own way and challenge the status quo.

What you'll bring

Our values underpin our mindset every day. They are the basis of our company culture and how we support our clients and each other. You will demonstrate your *resourcefulness*, drawing on your knowledge and experience to get to the right solutions and be able to *connect* and identify different parts of the puzzle. You will be *inventive*, driven to constantly innovate and improve whilst being *adaptive* so you are able to respond to opportunities as they emerge and adapt your approach as needed.



Your natural ability to *establish trust* will hold you in good stead to help influence the right decisions and outcomes for our clients whilst being able to *lead with insight*, using your knowledge and experience to draw on trends and data.

To be successful in this position you will have worked in previous Sales, Business Development and/or Account Management roles across a variety of industries and different sized organisations. You will need to have an intimate understanding of proven sales processes and methodologies, lead generation and relevant sales channels, account management, sales data reporting and analysis, target tracking, and pro-active business development. You need to be keen to pave your own way and challenge the status quo.

Some of the key competencies, skills and experience we are looking for are:

- Sales strategy – develop, maintain, and review a strategic sales plan to achieve quantitative and qualitative sales objectives.
- Progressive sales methodologies proven to generate quality lead, new sales opportunities and provide recommendations as to appropriate sales channels and sales materials
- Account Management – develop deep and lasting relationships with existing clients nationally, with a particular focus on the Sydney market
- Sales strategy – develop, maintain, and review a strategic sales plan to achieve quantitative and qualitative sales objectives.
- Progressive sales methodologies proven to generate quality lead, new sales opportunities and provide recommendations as to appropriate sales channels and sales materials
- Account Management – develop deep and lasting relationships with existing clients nationally, with a particular focus on the Sydney market
- Able to build trusted and credible relationships with clients and Senior stakeholders
- Strong communication skills and the ability to influence
- Experience of working in agile environments and challenging the status quo
- Relevant certifications or qualifications in related fields highly regarded
- HR / Recruitment / Consulting / Professional Services background desirable



What we offer

If you are looking for flexibility, career choices, support through mentoring and coaching and just want to work with a bunch of smart, committed people who genuinely care about people, then we are the right place for you! You will gain experience with a diverse range of companies, choosing when and how you work.

We take pride in looking after our people and are passionate about personal development. We support you every step of the way from your first interaction with us through to your client engagements. We will help you build on your strengths, appreciate your diversity, provide opportunities for your development, and challenge you to be your best.

About shilo.

shilo. are the leaders in expert, on-demand HR Talent. We provide companies with on-demand HR Talent (that's you) when they need it most. From project work, increased resourcing needs through to changing workforce needs, we cover every aspect of the HR lifecycle and work across most industries.

At **shilo.** we understand that the world of work is changing at a rapid pace and businesses need to adapt to continue to grow and be successful. We believe it is time to think differently about how HR work is done. Flexible, practical, just-in-time and on a variable cost basis, **shilo.** practice what we preach. We skilfully match the right consultant to the business need as quickly as possible, backed by a supportive team to set them and you up for success.