



Job Advertisement: Business Development Manager - Victoria

Join Talostone's Growing Team in Melbourne!

About Talostone:

Talostone, a leading provider of premium stone surfaces, is thrilled to announce the opening of its new Distribution Hub and showroom in Melbourne, VIC. With a strong reputation for delivering exceptional quality and service in the industry, we are now seeking highly motivated and well-connected Business Developer to be part of our expansion. Talostone is a market leader in this space, with a beautiful product that you will love to speak to customers about. The business runs like one big family, built on collaboration and work life balance.

Position: Business Development Manager

Location: Melbourne, Victoria

Reporting to: VDH Marketing Manager

Position Type: HYBRID - Part Time or Full Time

Flexible on days. Please specify your preferred weekly working days.

Salary: Desirable salary, plus additional car allowance and fuel card based on working days and experience. Contact Head Office for further information.

Role Overview:

As a Business Development Manager at Talostone, you will be responsible for establishing and nurturing strong business relationships within the interior design and architectural community across Victoria. Your primary focus will be on promoting Talostone's premium stone surfaces to key decision-makers, architects, designers, and other industry professionals. This is an autonomous role where you will take initiative in executing strategies and approaches while collaborating closely with a small team and benefiting from the support and guidance of VDH Marketing Manager.

Head Office & Warehouse

97 Jemma Road, Prestons NSW 2170
T. 02 8783 0600
info@talostone.com.au

TCEC Waterloo Showroom

1/1 Danks Street, Waterloo NSW 2017
T. 02 9698 6666
tcecsydney@talostone.com.au

Victoria Distribution Hub

16 Furlong Street, Cranbourne West 3977
T. 03 9113 2277
info@talostone.com.au

Key Responsibilities:

- Identify and engage with potential clients, architects, and designers within the interior design and architectural sector.
- Present Talostone's products and services professionally, highlighting their unique features and benefits.
- Develop and maintain a solid network of contacts to drive market penetration.
- Work closely with the VDH Marketing Manager to align regional strategies and meet company goals.
- Actively participate in trade shows, industry events, and networking opportunities to enhance brand visibility.
- Collaborate with the wider marketing and business development teams to ensure consistent messaging and approach.
- Regularly report on activities, market trends, and progress to the VDH Marketing Manager.

Requirements:

- Proven track record in business development, or account management within the interior design and architectural industry.
- Existing network of contacts and relationships with architects, designers, and professionals in the Melbourne region.
- Strong understanding and experience in selling stone materials is an advantage but not essential.
- Rich experience of working in natural stone sector is an advantage but not essential.
- Exceptional communication, negotiation, and presentation skills.
- Self-motivated and results-driven with the ability to work autonomously.
- Reliable and adaptable, with the capability to thrive in a dynamic and fast-paced environment.
- Passionate about design, architecture, and the construction industry.

How to Apply:

If you are an ambitious and well-connected Business Developer with a passion for interior design and architecture, we want to hear from you! Please submit your resume and cover letter detailing your relevant experience and achievements to email provided below. Please specify your preferred weekly work schedule and indicate your available start date.

We are a very flexible team. We're looking for someone who shares our long-term vision for Talostone VIC - someone who is committed to growing with us and building a lasting career within our team.

Email: info@talostone.com.au

Head Office: (02) 8783 0600

Join Talostone's exciting journey as we expand Melbourne and contribute to creating breathtaking spaces with our premium stone solutions.

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