



Business Development Manager - VICTORIA

About Talostone:

Talostone is a premium surface brand trusted by architects, designers and builders across Australia. We don't just supply stone — we help shape refined residential and commercial spaces through quality, innovation and strong industry partnerships.

We are seeking a driven and relationship-focused Business Development Manager to lead growth across Victoria and strengthen our presence within the architectural and interior design community. The Business Development Manager will be responsible for strengthening and expanding Talostone's presence across Victoria, with opportunities to further grow into South Australia and Tasmania.

Position: Business Development Manager

Reporting to: Victoria Marketing Manager

Position Type: HYBRID

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

Role Overview:

As Business Development Manager, you will be the driving force behind Talostone's growth within Victoria. This is more than a sales position — it's an opportunity to represent a premium brand and become a trusted partner to architects, interior designers and key decision-makers shaping the built environment.

You will influence specification at design stage, build long-term strategic relationships and position Talostone as the surface of choice for high-end projects.

Key Responsibilities:

- Proactively identify, engage and build relationships with architects, interior designers and key decision-makers across Victoria.
- Present Talostone's premium surface range with confidence, clearly articulating its design advantages, performance benefits and unique point of difference.
- Establish and nurture a strong, influential network to expand brand presence and increase project specification.
- Partner closely with the Victoria Marketing Manager to align regional initiatives with broader company objectives.
- Represent Talostone at trade shows, industry events and networking functions to enhance brand visibility and market positioning.
- Collaborate with the broader marketing and business development teams to ensure cohesive messaging and a consistent brand experience.
- Provide regular insights on pipeline performance, competitor activity and market trends to support strategic growth.

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

What We're Looking For:

- Proven success in business development or account management within the architectural, interior design or construction industry.
- An established network of architects, designers and industry professionals across Victoria with reach extending into South Australia and Tasmania.
- Experience with stone or surface materials is advantageous, though not essential.
- Background within the natural stone or engineered surface sector will be highly regarded.
- Exceptional communication, negotiation and presentation skills.
- Self-driven, commercially astute and capable of working autonomously.
- Adaptable and reliable, with the ability to thrive in a dynamic, fast-paced environment.
- A genuine passion for design, architecture and premium materials.

What We Offer:

- \$90,000 base salary + superannuation (based on full-time position).
- Strong earning potential for high performers.
- Opportunity to represent a premium, design-focused stone brand.
- Supportive leadership and collaborative team environment.
- Career growth within an expanding national business.

Why Join Talostone:

- Represent a respected, design-led brand with strong market presence.
- Influence high-end residential and commercial projects at specification stage.
- Enjoy autonomy to strategically grow and manage your territory.
- Work within a supportive, agile team environment with direct access to leadership.
- Be part of a performance-driven culture that values initiative, relationships and long-term success.
- If you are commercially driven, relationship-oriented and passionate about the built environment, this is your opportunity to elevate your career with a brand that values quality, ambition and strategic thinking.

Email resume and details to info@talostone.com.au

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