

Job Description – Business Development Consultant

The Company

The LayerX Group (“the Group”) seeks to enable New Zealand businesses by providing innovative technology solutions to business problems through a balanced value offering of consulting, industry experience, software development, hardware and cloud services.

As the software arm of the Group, LayerX Limited (“the Company”) requires a new Business Development Consultant to lead the development and growth of profitable new business and to develop and maintain key agency relationships in the greater Auckland and Waikato markets.

Working out of a vibrant shared space in down town Auckland, this position will be responsible for ensuring sustained business growth through planning and executing business development activities in accordance with the organisational strategy of the Group.

This opportunity presents the successful candidate with the opportunity to help drive the Company’s growth; accompanied by an uncapped KPI based remuneration package to ensure that success is rewarded.

The Role

Key to success will be a drive to forge strong, long term relationships with clients, and a passion for ensuring that long term value is delivered to stakeholders, both internal and external.

Responsible to	Chief Operating Officer, Chief Executive Officer
External relationships:	New and Existing Customers
Internal relationships:	The Executive Team, Directors, Senior Management, Sales and Business Development Peers across the LayerX Group, Technical Team
Salary:	Base salary + commission on portfolio profit scaled on negotiated revenue targets
Hours:	Negotiable
Location/Base:	Auckland, NZ

Key Responsibilities and Accountabilities

- Manage existing customer relationships and ensure continuing and increased profitability across the portfolio
- Ensure long term value is delivered to customers through continual engagement
- Acquire profitable business that falls within the LayerX Group areas of excellence
- Work with the executive team to ensure relationships are formed within new and existing customers at the appropriate levels
- Contribute to the development and refinement of the Company's vision and strategy
- Liaise with customer and the LayerX technical team before, during and after engagement to ensure a quality customer experience and to secure ongoing revenue
- Develop, plan and execute client acquisition in line with the LayerX Group Strategic Plan
- Negotiate with and influence key decision makers in order to close profitable engagements for the Company
- Support management with planning, SWOT analyses and the identification of opportunities for new activities and/or the expansion of our current initiatives
- Analyse and prepare due diligence for new opportunities and activities
- Work with customers to understand their needs so that relevant and accurate proposals can be created
- Write proposals expertly and design logical frameworks and budgets
- Negotiate contracts and support the transition from client acquisition to project delivery phase
- Be able and willing to travel if and when required
- Other miscellaneous tasks as and when required.

Contribute to the success of the Group including:

- Sound strategic and tactical account management decisions
- Improving the customer experience
- Marketing
- Competitor and market analysis
- Sourcing, managing and implementing new business opportunities
- Ensure efficient and effective marketing, advertising and promotional planning in collaboration with the executive team
- Maintain organisational culture, values and reputation in its markets and with all staff, customers, suppliers, partners and regulatory/official bodies.

Qualifications/Desired Skills & Experience

The ideal candidate will have:

- An existing network at senior levels within the Auckland/Waikato market
- An in-depth understanding of the sales lifecycle

- An understanding of software development process and methodology
- Solid business and commercial acumen
- Intermediate to advanced knowledge of MS Office Suite, including PowerPoint, Word and Excel
- Understanding of management principles

People Skills

- Excellent verbal and written communication skills
- A passion for continual personal development
- Ability to multitask, work in start-up mode, and see an opportunity through from identification to close (and beyond)
- The “whatever-it-takes” attitude that is behind the genesis of the Company
- Self-managing, and able to work as a satellite office without high management overhead
- Proven ability to connect with key decision makers and communicate the business advantages of partnering with the Group
- Common sense and initiative
- Ability to speak and present confidently, and provide a strong sense of credibility and ability to implement
- Integrity, confidence, and a persona that represents the Company’s brand
- Good project and time management skills
- Strong analytical skills
- Organisational skills
- Ability to work collaboratively across a geographically distributed team.