

# Business Development Executive: Melbourne

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## Professional Development Opportunity An autonomous role, an Opportunity to make your Mark! Laverton North

Prime Health is a national provider of medical services within Australia. Prime works with organisations to deliver occupational health, clinic and site-based services to assist in the pro-active management of organisational health and wellbeing.

### The Opportunity:

We are seeking a dynamic Business Development Executive, with the passion and a desire to make their mark. Operating autonomously you will become accountable for the successful growth of Prime's strategic industry sectors.

### The Position:

Reporting to Occupational Health Manager for Victoria, the successful candidate will be responsible for increasing market share and developing the strategic direction of the company. They will do so by driving and implementing the necessary sales and marketing activities to increase profitability and building upon our reputation as the preferred provider of medical and occupational health services to industry, internationally.

### The successful candidate

As the successful candidate you will be an experienced executive with a proven history in a similar role, preferably you will possess Tertiary qualifications in Marketing, communications or related discipline similar discipline, as well as:

### Knowledge and Experience:

- Tender Application Experience
- Report preparation, presentation and submission experience
- Demonstrated Market Researching experience
- Experience in the development of marketing plans
- An understanding of the Australian market, preferably with healthcare industry experience

### Skills and Abilities:

- Excellent interpersonal skills
- Advanced negotiation and influencing skills
- Sound analytical skills
- Exceptional attention to detail,
- Sound organisational skills

### The Position:

Your responsibilities will include however, are not limited to:

- The development and implementation of new business acquisitions, propositions, sales methods, and liaisons
- Development and implementation of marketing communication activities
- Management of promotions and events
- Responding to, and monitoring customer queries

- Strategic development of Prime's industry sectors, as well as the implementation of short-term business plans
- Developing and executing the Prime marketing plan
- Management of the marketing budget for Victoria
- Monitoring competitor and market activity

**More about Prime:**

Prime has passionate, hard working employees who place an emphasis on providing excellent customer service. This position offers the opportunity to become part of a lively team and the opportunity for career development and progression, as we continue to grow.

*Prime Health Group offers a range of flexible working conditions and arrangements where staff maintain a work/life balance and where social and cultural diversity are valued and encouraged*

**To Apply please quote Ad reference 1052:** Please send your CV and covering letter outlining your availability and salary expectations to [careers@primehealth.com.au](mailto:careers@primehealth.com.au)

**Further Enquiries:** Please telephone the Human Resources Team on (08) 9242 0800.

Healthy people. Healthy business.