

Overview:

The Business Development Manager will play a key role in driving the adoption of enterprise technology, security, surveillance, infrastructure, and point-of-sale solutions across the public sector landscape. This is a strategic, relationship-led sales role that requires the ability to engage with senior decision makers, develop account growth strategies, and navigate complex stakeholder environments. The successful candidate will work closely with vendors, reseller partners, and government customers to identify opportunities, build business cases, and position solutions that address operational and strategic challenges. This opportunity is suited to an experienced ICT sales professional who enjoys consultative selling, developing long-term relationships, and influencing technology decisions within large and complex organisations.

Responsibilities:

- Develop and maintain relationships with public sector customers, systems integrators, and reseller partners
- Identify and secure new business opportunities across government and public sector accounts
- Develop and execute strategic account plans and growth initiatives
- Build strong relationships with vendors and key stakeholders
- Conduct account mapping exercises and stakeholder engagement strategies
- Deliver presentations, product demonstrations, and solution positioning sessions
- Develop go-to-market plans and sales strategies aligned to portfolio objectives
- Support tender responses, business cases, and solution recommendations
- Maintain accurate forecasting, pipeline management, and reporting
- Track market trends, competitor activity, and emerging opportunities
- Support partner enablement, training, and solution adoption
- Represent the business at customer engagements, conferences, and industry events

Requirements:

- Minimum 8 years experience within ICT sales environments
- Minimum 3 years experience in business development management
- Experience working with public sector customers, systems integrators, or reseller channels
- Strong enterprise technology sales experience
- Experience developing and executing go-to-market strategies
- Experience delivering presentations to senior stakeholders
- Experience managing complex and strategic sales cycles