AVCAL Australian Private Equity & Venture Capital Association Limited

Business development executive – Contract for 2014

- Well recognised finance industry association
- Dynamic and experienced team
- Sydney CBD location
- Salary range 80K - 100K (including super)

The Australian Private Equity and Venture Capital Association (AVCAL) is a national association which represents the private equity and venture capital industry.

Through a realignment of strategy for 2014, a new opportunity has arisen for an experienced and commercially astute business development executive to join our team to drive AVCAL's relationship and sales focus with members and other stakeholders across the business sector.

Reporting to the General Manager, the business development executive will be responsible for taking a leadership role in identifying commercial opportunities that leverage AVCAL's brand and presence in the financial services marketplace. Core to the success of this role will be a demonstrated ability to build effective and enduring partnerships with some of Australia's largest and most well-known companies to deliver outcomes that are aligned with their own commercial objectives, as well as AVCAL's. Your experience at a similar industry association or membership body, and an awareness of the financial services industry, would be highly regarded.

Initially, this new role has been created for a fixed-term period through to the end of 2014. There is a possibility for the role to move to a permanent ongoing position depending on the success of the business development and sales program during the fixed-term period.

Core skills and attributes for this role include:

- Being able to clearly articulate our value proposition for members and the broader industry
- Identifying membership, sponsorship and sales opportunities
- Helping to develop and drive implementation of member acquisition and retention strategies
- Developing innovative solutions that deliver on the commercial objectives of our partners

- Building a network and database of potential commercial partners
- Working closely with our other parts of the AVCAL team including marketing/communications, event delivery and policy and advocacy

To succeed in this role you will need:

- A successful background in sales and business development 7+ years
- Excellent verbal and written communication skills
- A relevant tertiary qualification
- Experience working with a flagship national conference event
- A proactive approach to thinking ‘outside the square’ and the ability to work in a fast-paced dynamic environment.
- An ability to meet targets and deadlines, working as part of a team as well as individually
- Intermediate Microsoft Office skills

From time-to-time, the role may require some interstate travel to engage with stakeholders in other locations.

This is a great time to be joining our AVCAL team. We are highly motivated, work quickly and are well-regarded by our members and other stakeholders outside of our industry. We have well-developed strategic plans and a number of key projects already underway for 2014.

A remuneration arrangement commensurate with the skills and experience of the successful candidate will be negotiated.

We are located near Circular Quay in Sydney with good access to public transport options.

Your application should include a resume and covering letter outlining why you feel you would be well suited to the role. Your cover letter should also include an indication of your current work/notice period commitments.

Applications will only be accepted via email to recruitment@avcal.com.au.

Please note that applications by telephone cannot be accepted, and that we are not looking for approaches from employment agencies.