

# Clermont Crane Hire Pty Ltd

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## Clermont Crane Hire Pty Ltd, Queensland Australia.

### Role: Working Business Development Manager

#### About Clermont Crane Hire

Clermont Crane Hire Pty Ltd is a family-owned and operated business, established in 2007. We offer personal service that is unequalled anywhere else in Central Queensland and takes pride on its safety, reliability and exceptional work ethics. We continue to drive innovation through long-term relationships, so our clients are best positioned in a competitive market. Our people are central to our success and are empowered to contribute their skills, knowledge and experience to continually exceed industry benchmarks. Our culture is built on our Principles of Integrity, Accountability, Innovation and Delivery, underpinned by a commitment to safety in everything we do.

#### About this position

This is an exciting opportunity for a Working Business Development Manager to join our team in the Bowen Basin based at Clermont, Central Qld, who can show experience and deliverability – This is a new role created as part of the growth of the business. You will be often seen as the 'go-to' person to resolve all manner of office functions to assist in the field operations. This is a busy and at times high-pressured environment which will suit someone who enjoys a challenging and demanding role.

Attention to detail, ability to resolve day to day issues, honesty and being self-motivated will be attributes that will assist the successful candidate in this role. This role will start immediately.

#### What you'll need to succeed

- Establish and manage relationships with key personnel within our existing client base – this will be accomplished by conducting frequent visits to existing clients.
- Identify new markets, forge successful business relationships with potential customers and suppliers in order to increase market and customer share.
- Develop all new client opportunities as identified/assigned.
- Manage and develop strategies to identify customer trends and determine necessary improvements and implement change.
- Consistently monitor the marketplace for client opportunities, changes in competitor strategy or structure, and developing trends thus increasing market coverage.
- Identification and management of possible areas of concern.
- Regular exploratory visits to potential new clients.
- Making standard and complex bids in collaboration with the Office Manager where needed
- Fulfil all tasks in line with his/her skill base

#### What you'll get in return

- Full time role with hourly rate plus overtime, fortnightly pays
- Ongoing Learning and training provided
- One site accommodation
- A positive working environment and possible career growth opportunities.

#### How to apply

Please send an up-to-date copy of your CV and a copy of all licenses and tickets front and back to [clermontcranehire@hotmail.com](mailto:clermontcranehire@hotmail.com) or contact Salih Zanatta at 0428 553 537/ WeChat ID: Salih Zanatta for a confidential discussion on your career. All applications will be treated in strict confidentiality

**\*Note: The Applicant must be able to pass a pre-employment medical and a drug and alcohol screen and adhere to fitness for work policies and procedures. Located on Clermont Queensland 4721**