



JOB DESCRIPTION

Junior Business Development Manager – Adelaide, Australia

'In a fiercely competitive industry the winners will be those with the leading technology at their fingertips'

The Company

With 15 offices in 5 continents, Ikon Science Ltd is the fastest-growing leader in GeoPrediction Technology & Solutions to the oil and gas industry, providing a quantitative prediction of results before drilling occurs.

We develop and deliver RokDoc software, QI services, GeoPressure & GeoMechanics consultancy and Regional studies, with a fresh and flexible scientific approach to create subsurface value.

The Role

Ikon Science Asia Pacific Ltd requires a junior Business Development Manager to be based at its new Adelaide office, South Australia.

The remit is to promote and sell Ikon Science's software and services in the East Coast of Australia.

Duties and Responsibilities

- Promote business development opportunities in Eastern Australia, PNG & New Zealand.
- Act as Sales, Business development & marketing representative for existing key accounts.
- Organize, manage and develop contacts, accounts, leads and opportunities.
- Develop weekly, monthly and quarterly revenue forecasts that are aligned with Australia's revenue targets.
- Meet new and existing clients as necessary, performing demonstrations of software that is specifically marketed to meet the client's business needs.
- Attend industry trade shows as required.
- Be familiar with pricing and which product and service to market to which customer.
- Develop sales strategies and, using a CRM, track the progress of the sales stages and report on a weekly basis.
- Liaise with internal and external clients to ensure smooth process of project, liaising with both to manage issues and contacting senior management in exceptional situations.
- Any other duties, tasks and responsibilities consistent with the role.

Skills & Abilities

- Strong communication skills essential as you will interact with clients, senior management, the Board, overseas and other consultants, business associates and varying levels of technical and managerial staff across Ikon Science Ltd.
- Extensive commercial “solutions” and negotiating skills and experience including services agreements, software licensing and multi client agreements specific to Australia.
- Self-starter self-disciplined and target focussed but able to work in a team matrix environment.
- Demonstrates drive, passion and flexibility.
- Works well under pressure.
- Possesses integrity and honesty.
- Is proficient in communicating in English.

Other Key Requirements

- Ability to learn and sell complex geophysical solutions to oil company clients, and liaise with technical, commercial and legal functions within both client companies and Ikon Science Ltd and subsidiaries.
- Willingness to travel extensively.

Experience and Qualifications

- A strong technical background in Ikon technologies and a drive to succeed as a BDM.
- Degree in Geophysics or other relevant technical discipline.

The position is dependent upon the candidate obtaining an Australian work visa and will report to the Australian Country Manager who is based in Perth.

This job will be based in the Adelaide office of Ikon Science.

If you feel you possess the attributes required for this role and would like to apply, please send your CV to careers@ikonscience.com with the job title in the subject heading.