



Position title: Business Development Manager

Employment type: Full time (1.0 FTE)

Location: Melbourne or Sydney

Start date: January, 2022

The position

You will be responsible for growing Elephant Ed's presence in schools. Your role will be connecting and meeting with schools to learn about their needs and goals. You will develop growth and sales strategies for our offerings in order to achieve targets and stimulate organisational growth. Increasing our client-base will help us deliver greater impact and empower more students to make more informed decisions around sexuality, relationships and growing up.

A bit about us!

Since 2015, Elephant Ed has been transforming the way sex education is taught across Australia. We send youthful, relatable and highly-trained facilitators to hundreds of schools across Australia to facilitate interactive, informative and inclusive sex education workshops.

Our evidence-based workshops have been tried and tested across all relevant age groups. Our curriculum embraces all young people, regardless of their gender, sexuality or background. Every year, we empower tens of thousands of young people to make informed, positive and safe decisions about sexuality, relationships and growing up.

In a nutshell

- **Responsible for growing our client-base**
- **Setting up meetings with prospective schools through a range of strategies, including phone, email and marketing initiatives**
- **Attending conferences and pursuing networking opportunities**
- **Administrative duties, including utilising spreadsheets, rostering software, CRM software and accounting software**
- **Working closely with the bookings and facilitation teams to ensure the delivery of impactful programs**
- **Reporting to the Head of Growth to manage and meet set targets**

You are...

- **Resilient, persistent and motivated to overcome obstacles**
- **A people person with strong written and verbal communication skills**
- **Passionate about creating social change**
- **Self-motivated and an autonomous worker who thrives in an independent working environment**
- **Diligent and organised with a strong attention to detail**
- **Comfortable working in a fast paced and dynamic environment**
- **Results-driven with a strong motivation to achieve set targets**

Helpful (but not required) **experience**

- **Experience in B2B sales and relationship management (experience working with schools and teachers is a bonus)**
- **Build strong and meaningful connections in a variety of settings, including via phone, email and in-person**
- **Manage competing tasks and work under pressure**
- **Work in a team environment**
- **Meet deadlines and set targets**

Oh, and you'll also get...

- Access to ongoing training and professional development
- Access to full support of a wider team
- To join a passionate team working together towards a common goal
- To engage in meaningful work that helps impact tens of thousands of young people each year
- Flexible working arrangements
- Mental health and wellbeing days to prioritise your wellbeing
- Additional leave entitlements on top of minimum requirements

Keen? Let's get the ball rolling!

- Applications and interviews are being processed on a rolling basis.
- The role will be offered to the most suitable candidate.
- Head to www.elephanted.com.au/careers and follow the prompts.

Questions?

Please email our team at info@elephanted.com.au if you have any questions.

Elephant Ed is committed to fostering an inclusive and respectful workplace environment. We hire great people from a wide variety of backgrounds, not just because it is the right thing to do, but because it makes our organisation stronger. We encourage applications from Aboriginal and Torres Strait Islander people and other people of colour, people from culturally diverse backgrounds, LGBTQIA+ people and those with a disability.