

Business Development Manager

AUCKLAND

The Role

At Buchan, we're all about great design and seamless delivery. We are a global design studio bursting with creative passion and experience. We are on the hunt for an experienced Business Development Manager to join our Auckland office, working across NZ opportunities.

We are seeking an experienced new business seeker who enjoys good relationships with client and contacts; passionate about driving innovative business development and marketing campaigns underpinned by insightful and interesting market research. You will be part of an international BD & Marketing team, supporting Buchan's business and client development strategies and marketing activities, energetically engaging with our principals, other designers across our global studio network, and network of industry partners. This role is an integral part of our team and delivering our vision. To enjoy this role to its fullest you will be resourceful, proactive and super organised. You have a keen eye for detail, thrive on identifying opportunities and fostering relationships and bring exceptional communication skills to promote our brand across a variety of channels.

About You

- At least 5+ years' experience in a BD role within the built environment;
- Required software skills: InDesign, Photoshop, Word, Excel, Outlook/Teams;
- Overseeing the project management and preparation of winning tenders, proposals and submissions, presentations, and other marketing collateral;
- Creative, Well-organized, Proactive and Confident;
- An adaptable, friendly, team player with the ability to work to multiple deadlines;
- Proven track record creating and delivering accurate high-quality outcomes;
- Experience in CRM;
- Experience in the Design/Architectural or related industry an advantage;
- Experience in client care activities and event coordination

About Us

At Buchan we design buildings from the concept stage through to completion across a wide range of sectors. Our offices are located in Melbourne, Sydney, Brisbane, Gold Coast, Adelaide, Perth, Auckland, Christchurch & Shanghai.

At Buchan we offer a diverse & inclusive place to work, a global team with a broad range of skills, the tools you need to get things done, and be surrounded by the support you need to grow.

Apply

If you are interested in this role, please submit your resume by email to:

hello@buchangroup.com.au

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