



Business Development Executive – Strata Management

Strata Sense, a leading provider of industry leading strata management services, is seeking an experienced Business Development Executive to join our growing team. This is a fantastic and unique opportunity to play a pivotal role in driving the company's expansion in NSW within a clearly defined target segment, where we have identified huge opportunities and a truly differentiated service offering.

As a Business Development Executive, you will play a crucial role in expanding our residential and commercial strata portfolio in take-over schemes. You'll work closely with the other member members of the Business Development team and our industry leading Strata Managers, helping prospective clients understand the unique range and quality of the services we provide.

Key Responsibilities:

- Design and execute strategic growth plans to expand our client base, targeting new take-over schemes and opportunities.
- Prepare, present, and follow up on tailored quotes, tenders, proposals, and contracts that satisfy or exceed client needs.
- Convert prioritised targets and leads through a blend of effective outreach, nurturing and cold and warm calling.
- Collaborate closely with the Leadership Team to generate innovative ideas, refine growth strategies and further build out our unique value proposition.
- Represent the company at industry networking events, and other relevant opportunities to strengthen brand recognition and drive new business opportunities.
- Work closely with the Strata Managers to identify, qualify and follow-up on referrals and potential sales opportunities.
- Closely monitor the practices and offerings of our major competitors and highlight opportunities to the leadership team.

What We're Looking For:

- At least 5 years in business development or sales ideally within the property industry
- Strong communication and interpersonal skills, with the ability to build and nurture lasting client relationships.
- A proactive mindset and a passion for identifying and seizing new business opportunities.
- Confidence in negotiating and closing opportunities with professionalism and precision.
- Detailed knowledge of the Strata industry in NSW
- A collaborative approach, with a commitment to contributing to the company's broader growth goals.
- Strong property or strata knowledge
- Self-motivated, goal orientated and proactive approach
- Strong analytical and communication skills
- Proven experience in building internal and external relationships
- Learning mindset

STRATA SENSE

What's on Offer:

- The opportunity to work closely with industry leading experts selling a truly differentiated set of offerings.
- Competitive salary package with uncapped performance-based incentives \$\$
- Career development opportunities in a rapidly growing business.
- HYBRID working model to support work life balance
- A supportive team environment that values innovation and growth.

If you're ready to take the next step in your sales career and make a meaningful impact in the strata industry, we'd love to hear from you!

Apply now through [our website](#) or send your resume with a short cover letter to jane.escobar@stratasense.com.au and be part of a team that's transforming strata management for their clients