



Business Development Executive

Sales Strata Sense Pty Limited

Surry Hills, Sydney NSW

Competitive Salary Package Base + Commission

At Strata Sense, we're redefining what exceptional service looks like in strata management. As a rapidly growing, dynamic company, we specialize in managing premium, large-scale residential and commercial developments—offering a truly differentiated service that clients instantly recognize and value.

Our mission? To deliver outstanding client outcomes while building a workplace culture that thrives on innovation, collaboration, and fun.

We're not your average strata management business. At Strata Sense, you'll find a hybrid work environment, exciting growth opportunities, and a team that's as values driven as it is ambitious.

About the Role

As a Business Development Executive, you'll be a key driver of our growth—connecting with prospective clients, presenting our unique offering, and expanding our portfolio of residential and commercial strata schemes. This role is perfect for someone who's passionate about property, thrives on building relationships, and wants to work with a product that truly stands out.

What You'll Do:

- Design and execute strategic growth plans to expand our client base, focusing on take-over schemes and new opportunities
- Prepare and present tailored quotes, tenders, proposals, and contracts that exceed client expectations
- Convert leads through a mix

of outreach, nurturing, and warm/cold calling • Collaborate with the Leadership Team to refine growth strategies and enhance our value proposition • Represent Strata Sense at industry events and networking opportunities to boost brand visibility • Partner with our Strata Managers to identify and follow up on referrals and sales opportunities • Monitor competitor activity and share insights to help shape our strategic direction

Here's What You'll Bring to the Table:

- 5+ years of experience in business development or sales, ideally within the property industry
- Strong communication and interpersonal skills—you know how to build trust and close deals
- A proactive, opportunity-driven mindset with a passion for growth
- Confidence in negotiating and presenting with professionalism and impact
- Deep understanding of the strata industry in NSW
- A collaborative spirit and commitment to contributing to broader business goals
- Proven ability to build and maintain internal and external relationships
- A learning mindset and a drive to continuously improve

Why You'll Love Working with Us:

- Hybrid flexibility: Work both from home and in our vibrant Surry Hills office
- Growth opportunities: Be part of a company that's scaling rapidly, with room to grow your career
- Team culture: Join a fun, collaborative team that celebrates wins and thrives on excellence
- Impactful work: Help shape the future of strata management with a product clients genuinely love
- Competitive salary + uncapped performance-based incentives

Ready to Make an Impact?

If this sounds like your next big move, we'd love to hear from you. Send your resume and a short cover letter to jane.escobar@stratasense.com.au and let's chat about how you can help drive the future of strata management at Strata Sense.

Come grow with us—and be part of something truly different.