

As the Australian branch of Stewart Title Limited, one of the largest title insurers in the world, we provide residential and commercial title insurance, while offering comprehensive service, deep expertise and solutions to help our customers close their real estate transactions with peace of mind.

**Job Description:**

A **Business Development Manager** with our **Business Development Department** is responsible for building, maintaining and strengthening our existing business relationships, implementing sales systems in our clients' workplaces and driving sales through third party referrals.

**Responsibilities:**

- Formulate/implement various sales/marketing strategies, evaluating their effectiveness, and work as part of the business development team to drive marketing and sales efforts that align with company values and targets.
- Plan/manage personal business portfolio/territory according to an agreed market development strategy.
- Assist the underwriting team with the development and implementation of market-based products and actively market the title products to Lawyers, Commercial/Residential Lenders, Institutional Investors and Developers.
- Establish and maintain relationships with key business partners, identifying revenue opportunities and negotiating agreements.
- Plan/implement local marketing activities to agreed budgets and timescales, and integrate personal sales efforts with other organized marketing activities, e.g., product launches, advertising, and exhibitions.
- Monitor and report on market and competitor activities and provide relevant reports and information.
- Communicate, liaise, and negotiate internally and externally using appropriate methods to facilitate the development of profitable business and sustainable relationships.
- Attend and present at external customer meetings and internal meetings with other company functions necessary to perform duties and aid business development.

**Qualifications:**

- Experience in Property Law or Conveyancing
- Valid and in good standing driver's license
- Willing to travel for various amounts of time
- Ability to work from home or in the field
- Excellent verbal and written communication skills
- Excellent organizational and scheduling skills
- Excellent problem-solving capabilities and the ability to troubleshoot
- Professional sales approach and the ability to build relationships
- Have working knowledge of Microsoft Word, Teams, Excel, Outlook, and PowerPoint.
- A strong driven character with a will to succeed.
- Have a working knowledge of Microsoft Word, Excel and Outlook
- Proven ability to work cross-functionally to deliver results under tight timelines.
- High attention to detail and a proactive, hands-on approach.

To pursue this opportunity please forward your cover letter and resume to the HR Department via email ([INTLresumes@stewart.com](mailto:INTLresumes@stewart.com)). Please make sure you include the position you are applying for and salary expectations in the cover letter.

**Privacy:**

Your privacy is important to us. We consider and define Personal Information as any data relating to an individual, whether it relates to his or her private, professional or public life. It can be anything from a name, a photo, an email address, bank details or posts on social media. We only collect, store, use and disclose Personal Information from prospective and current employees for legitimate employment, legal, and business purposes. You can learn more about how we handle and process your personal information in relation to our recruitment process by making a request to our Human Resources department.

*Thank you to all applicants for your interest. Please note, only those that are under consideration will be contacted.*