



LINMAG Australia, a subsidiary of Austrian-owned Linmag GmbH, delivers advanced rail-track maintenance using **Linsinger's cutting-edge rail milling technology**. Our high-quality, environmentally friendly railhead re-profiling services improve the safety and efficiency of rail infrastructure throughout Australia. With over 10 years in the Australian market, we're now entering an exciting growth phase, bringing new opportunities to expand our team.

We are seeking an experienced **Business Development Manager for the Australian Market**. This position is based in **New South Wales, preferably the Sydney Metropolitan area**, and will focus on driving growth and expanding our market presence across Australia. **LINMAG Australia** - Join a Global Leader in Rail Milling Technology:

BUSINESS DEVELOPMENT MANAGER AUSTRALIA (M/F)

RESPONSIBILITIES / ROLE OVERVIEW

- Lead sales initiatives across Australia, managing key customer; stakeholder relationships and expanding our market presence.
- Develop and strengthen existing customer relationships and manage sales representation of Linmag in the region.
- Develop and implement tailored market and sales strategies for the Australian rail sector, whilst working within the parameters of customer requirements.
- Support offer and tender processes, developing effective strategies to secure contracts.
- Negotiate and finalize agreements with clients and partners.
- Represent LINMAG and its parent companies at trade shows and exhibitions to strengthen brand visibility.
- Develop and implement tailored market and sales strategies for the Australian rail sector.

REQUIREMENTS / DESIRED SKILLS

- Completed technical education with strong proven experience in technical sales, ideally within the rail industry.
- Strong customer orientation and a professional, representative presence.
- Self-driven and proactive
- Open and clear communication and collaboration with both internal and external stakeholders.
- Language skills: Fluent English required; German is advantageous; legal authorization to work in Australia
- Ability and willingness to travel nationally and internationally.
- Location: Based in New South Wales, preferably Sydney Metropolitan area.

WE OFFER

- An exciting permanent position with a globally recognized company committed to innovation and growth in Australia.
- Career advancement opportunities with focus on professional growth.
- Competitive remuneration package (based on experience) plus potential performance-based incentives and superannuation.
- Challenging and varied tasks as well as an attractive salary.
- Commitment to sustainability and environmentally responsible practices in rail technology.
- Direct employment by LINMAG Australia – a 100% Linsinger affiliated company

Senden Sie Ihre Bewerbung mit Foto bitte an bewerbung@linsinger.com

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