

Business Development Manager

- Hawthorn East location – just off the Monash Freeway
- Part of an Inspiring, visionary and dynamic management team
- Leader in best practice & innovative Community Care Services

You will utilise your outstanding business development abilities to develop new services and grow business within the Community Care division of one of Victoria's leading aged care providers. BlueCross Community Care is dedicated to the provision of the highest possible quality care for over 1500 clients across Victoria. BlueCross is committed to promoting dignity, respect, choice, integrity, independence, engagement and fun amongst all clients and staff.

Reporting to the General Manager Community Care you will be responsible for leading the substantial and profitable growth in all areas of community services. Developing close relationships with current client organisations and potential new customers you will create business development opportunities to deliver growth in Services. Furthermore you will identify, develop and lead the implementation of business plans and play a critical role in the achievement of success of the Division. To secure this exciting opportunity, you will demonstrate:

- **Proven business development and growth experience in the community services sector**
- **Sound knowledge of Government funding streams in Health & Community Care**
- **Experience in developing and submitting full business plans and tenders**
- **Demonstrated leadership and management skills and experience**
- **Proven ability to work effectively as part of a multi-disciplinary team**
- **Strong networking, communication and relationship building skills**
- **A tertiary qualification in Business/Commerce or a related discipline would be an advantage but not essential**

An extremely attractive remuneration package will be offered to the preferred candidate. Apply now and you too can share in the STARfish principle of choosing your attitude, making people's day, being there and having fun at work! Call Frank Khoweiss on (03) 9645 5500 or email your CV to frank@mercury.com.au