



- Make social impact by opening up apprenticeship opportunities
- Options to work flexibly within a great team environment
- Enjoy the awesome salary package benefit, where you pay less tax!

## Who We Are

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The Apprenticeship Community is a collaboration of two leading not for profit organisations, BUSY At Work and CoAct, that's designed specifically for Western Australian employers and apprentices.

Learn more about our important work at [www.apprenticeshipcommunity.com.au](http://www.apprenticeshipcommunity.com.au)

## The Opportunity

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### What we are looking to achieve?

We know that the apprenticeship and traineeship value proposition in the workplace is a good one. It's great for employers needing skilled and committed people in their workplace and for apprentices and trainees where they gain a recognised qualification and real time experience as they build their career. We are excited to be delivering the Federal Government's Australian Apprentice Support Network (AASN) program in WA where connect companies and participants resulting in quality apprenticeship and traineeship workplace solutions.

### And that's where you come in...

As Business Development Consultant, you'll drive the program's growth. Through identifying prospective employers, understanding their needs and articulating a compelling value proposition for them, you'll build a pipeline of employers that recognise the program benefits and are keen to engage in it. Employer key decision makers may be small business owners or departmental managers or senior 'C-suite' executives and from a variety of industries. But you will adapt your approach to ensure your solution fits their business objectives.

You already know the local labour market well and bring with you an established network of employer relationships along with an adeptness in nurturing new prospects. You are highly



motivated and a strong networker, great at identifying and building relationships with key decision makers.

You have perseverance to move the sale through every touch point allows you to deliver quality outcomes. With a proven B2B sales track record, you are highly successful driving results through the end to end sales cycle from generating and realising leads to account management.

**It's important for your success that you bring:**

- Proven sales capability that has already delivered you results. You are very strong across the full sales cycle from planning and generating leads to managing objectives and closing
- Proven ability to work to and exceed targets in a dynamic, ever changing environment
- Strong local labour knowledge and established B2B employer relationships
- A strong collaborative and engaging style, with the ability to influence across a range of stakeholder groups
- It's highly desirable to have previous experience in apprenticeships or within a training, VET, employment or recruitment setting

**We will provide you:**

- The opportunity to make a tangible impact with clear and achievable targets
- Your own development plan and a dedication to your career advancement
- Flexible work options and great employee initiatives
- A competitive remuneration including the awesome salary packaging benefit, where you pay less tax and therefore have more take home pay
- A company vehicle

**Our culture**

- We are purpose driven but know how to have fun along the way
- We have high employee engagement within a high performance environment
- We celebrate achievement and support each other to reach our objectives
- We get involved and think innovatively, building our expertise that leads to career growth



## Next Steps

Please refer to our website [www.coact.org.au](http://www.coact.org.au) for a detailed position description. To apply, please provide your resume and covering letter, outlining your fit for this opportunity, to [recruitment@coact.org.au](mailto:recruitment@coact.org.au). For a confidential chat on the role, please call Janine Beck, HR Consultant, on Ph. 02 8281 2426.

CoAct is committed to workplace diversity and equality. We strongly encourage applications from Aboriginal and Torres Strait Islander people.