

Senior Business Partner

Property

Reports to:	Role Level:	Direct Reports:	Location:	Job Code:
Sales Manager	Team Member	No	Location	TMA5.2

Who is Trade Me?

Trade Me delivers value to Aotearoa through helping Kiwi create the life they want, whether that's finding a property, vehicle, career or new and used goods. Our vision is to be the place "where Kiwi look first".

Our Values:



Customer Aroha



No 'I' in Trade Me



Don't be a dick



Hunger like Ed

Our values are at the heart of everything we do. We are looking for someone who will be a champion of our values, living these daily:

- Customer Aroha: We care deeply about our customers and their success.
- No 'I' in Trade Me: We are a team and we work together to achieve our goals.
- Don't be a dick: We treat each other with respect and kindness.
- Hunger like Ed: We are ambitious and driven to succeed.

Why this role is important to us:

As a Senior Business Partner for the Real Estate industry, you will be instrumental in fostering deep, collaborative relationships with our clients, from independent agencies to C-suite executives. This role is about more than just sales; it's about becoming a trusted advisor who understands our clients' businesses and provides strategic solutions to help them thrive. Your success will be measured by the success of your clients and the growth of our business.

What success will look like:

- **Trusted Advisor:** You are the first person your clients call for advice on their digital marketing strategy.
- **Mutual Growth:** Your clients are achieving their business goals, and as a result, Trade Me is growing its market share.
- **Strong Pipeline:** You have a healthy and growing pipeline of new business opportunities and are invested in the conversion of opportunities.
- **Data-Driven Strategist:** You expertly use Salesforce, Power BI, and AI tools to uncover deep client insights, identify strategic opportunities, and drive measurable growth.
- **High Retention:** Your clients are loyal and engaged, with a low rate of churn.
- **Team Player:** You actively contribute to the success of the wider sales team by sharing your knowledge and expertise.
- **Valued Partner:** You are seen as a champion of our values, living these daily.

What you'll bring with you:

Critical Competencies:

- **Consultative Selling:** A proven ability to build rapport, ask probing questions, and provide solutions that meet the unique needs of each client.
- **Strategic Thinker:** The ability to think strategically and develop long-term plans for client growth.
- **Influential Communicator:** The ability to communicate effectively with a wide range of stakeholders, from front-line staff to C-suite executives.
- **Data-Driven:** The ability to use data to inform your decisions and measure your success through a maintained pipeline.
- **Self-Motivated:** A strong desire to succeed and the ability to work independently to achieve your goals.
- **Growth Mindset:** A proactive commitment to continuous self-learning to stay ahead of industry trends and master consultative selling techniques.

Experience:

- 3+ years or more experience in a senior digital sales or digital account management role, with a proven track record of success.
- Extensive experience managing stakeholder relationships and selling to C-suite level clients.
- Knowledge and experience in the Property industry is not mandatory but helpful.
- High competency with modern business tools, with proven experience regularly using Salesforce, Power BI, Google Suite, and AI-powered tools to drive insights and efficiency.

What you'll do:

- **Partner for Success:** Act as a true partner to our clients, taking the time to understand their unique challenges and opportunities in order to develop and execute strategies for their growth.
- **Consultative Selling:** Employ a consultative sales approach to identify client needs and provide tailored solutions that deliver measurable value and a strong return on investment.
- **Drive Growth:** Own and execute a strategic plan to drive revenue growth through new business acquisition, client retention, and expansion of existing partnerships.
- **Educate and Empower:** Empower our clients to get the most out of our platform through engaging, face-to-face training and product education.
- **Data-Driven Insights:** Leverage data and market insights to provide clients with the information they need to make informed business decisions.
- **Be the Voice of the Customer:** Act as an advocate for your clients within Trade Me, providing feedback to our product and marketing teams to help us better serve their needs.
- **Flexible Partnership:** This is not your typical 9-to-5 role; flexibility to work outside of standard business hours is required to meet client needs and attend industry events.