



Career Opportunities

Fibre Business Development Lead

EA Networks has a strong focus on people, culture and a commitment to leading edge technology. We own and operate our region's electricity distribution network and fibre optic communications network and are the trusted infrastructure platform that delivers electrical energy to every home and business in our region.

About the role

We are looking for a **Business Development Superstar** who will be responsible for identifying and converting new business opportunities to deliver against required revenue and cost targets, project managing end-to-end fibre connections and ensuring world-class customer and ISP engagement with timely and cost-effective connections.

You will

- Have a growth mindset focused on building brand awareness
- Have a proven track record in driving business development activities
- Know how to develop an opportunity pipeline and workflow systems to ensure accurate forecasting, visibility of opportunities and reporting
- Be able to demonstrate how you create trusted relationships with customers, suppliers and internal stakeholders
- Have strong financial acumen
- Have excellent proven organisational and planning skills
- Be a solutions focused, positive, enthusiastic person, with a can-do attitude

Your success in this role will be determined by your relentless focus on excellent customer service and ensuring a quality solution is delivered. A proven track record in financial management of Revenue, Opex and Capex is required. Knowledge of the electricity/utilities industry would be advantageous, but not essential.

Join Us

This exciting opportunity includes a competitive salary package. To apply, please submit your CV and Covering Letter in confidence.

Applications close Monday 3 August 2020.

Please note: Applicants for this role must be legally entitled to work in New Zealand

For more information about the role and EA Networks, please visit eanetworks.co.nz.

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Connecting our community

