

JOB DESCRIPTION

BUSINESS DEVELOPMENT ASSOCIATE (COMMISSION ONLY)

Position Details

Position Title:	Business Development Associate – Commission Only
Territories:	QLD, NSW, VIC, SA, WA
Department:	Sales and Marketing
Type:	Home-based, Part-time, Flexible hours
Reporting to:	Head of Marketing and Senior Executives

Clueo Clinical Pty Ltd

Clueo Clinical is an education start-up, established in Feb 2020, specialising in end-to-end clinical research training and career coaching services for STEM/Health graduates and young professionals with no industry experience using our company's proprietary Education to Career Framework.

Over 40% of STEM (science, technology, engineering, and mathematics)/Health graduates cannot find a job after university. Even fewer young professionals can successfully transition from academia into industry without support. These problems have not been properly addressed by the universities nor other institutions.

Clueo Clinical was founded to tackle this critical problem in [4 simple steps](#), aimed at bridging all the **major gaps** in knowledge, training and other challenges faced by STEM graduate and young professional job seekers pursuing a career in the Clinical Research industry. Our motto is your success is our success because we exist to serve the people.

Our vision is to equip and empower the next generation of clinical researchers to take positive action towards achieving their highest potential and be an inspiration for others in their own spheres of influence.

Our mission is to help graduates and young professionals jump-start their industry career.

Our values are:

- **Excellence:** We pride ourselves on creating the best quality training and career support products and services tailored specifically to our clients' needs
- **Respect:** We believe that strong and successful relationships are built on mutual respect
- **Integrity:** Our company is founded on integrity and fairness
- **Inspiration:** We believe in the power of positive thinking to motivate and inspire greatness
- **Compassion:** We care for the people and community we serve

Every member of our team and partners have been carefully vetted to ensure alignment of vision and values to bring the best outcomes for our students and clients as well as a nurturing experience for our own community.

To learn more about us, please check out [our website](#).

Position description

The Business Development Associate is the principal point of contact between Clueo Clinical and its clients – Universities and Colleges. Business Development Associates identify new markets and

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customer leads, and pitch to prospective customers. The primary goal is to establish new partnership between Clueo Clinical and the Universities and Colleges where Clueo Clinical can offer value to their STEM graduates wishing to enter the clinical research industry. In many ways, the face of the company, Business Development Associates may do everything from answering phones to monitoring the competition, while maintaining good customer relations and building strategic partnerships aimed towards expanding and making the business better.

The Business Development Associate will work closely with the Clueo Clinical Head of Marketing and Managing Director to ensure that our primary stakeholders' needs are met.

The primary Clueo Clinical stakeholders that are required for this role include:

- Universities
- Colleges

Work Hours & Benefits

- This is a home-based, part-time position with flexible hours.
- We are an inclusive company so, we want to empower you by giving you the flexibility of deciding your own work hours, working conditions, and location.
- You choose which of the listed territories you would like to cover: QLD, NSW, VIC, SA, WA
- Our company core office hours are from 10 am to 4 pm Monday to Friday.

What we can offer you

- A friendly and inclusive, professional atmosphere. We care about our people and community. You will be treated with respect and have plenty of support.
- Internal career progression
- A company you can be proud to represent.
- Ongoing training
- Huge, uncapped income

Remuneration

- This is a COMMISSION ONLY role. This means you will receive a % of each successful business or sale transaction.
- It is designed to offer you maximum earning potential and working flexibility. In other words, there is no limit on how much you'll earn.

Knowledge, Skills and Abilities Required

- Passion for helping others
- Self-starter
- Customer service
- Closing skills
- Negotiation
- Self-confidence
- Motivation for sales
- Prospecting skills
- Product knowledge

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- Sales planning
- Selling to customer's needs
- Client relationship management
- Territory management
- Market knowledge
- Presentation skills
- Energy level
- Meeting sales goals
- Professionalism
- Work ethics

Education and Experience Requirements

- Tertiary qualification in business administration or a related field
- No prior sales experience is necessary. Our company is about helping people kick-start their careers and reach their true potential, so we offer opportunities for you to enter this industry without prior experience. What we are looking for in applicants are passion, integrity, professionalism, and a desire to succeed in your chosen industry.

To apply

Are you a go getter? Do you love challenging yourself every day? If you are passionate about helping people, then Clueo Clinical would love to hear from you.

To enquire about this position, please email info@clueoclinical.com.

To apply, please click [HERE](#) to Apply Now.

The application form will include these questions:

- How many years' experience do you have in a sales role (if any)?
- How far are you willing to travel for work?
- Do you have an Australian Business Number (ABN)?