

The true value of meetings is in the opportunity to exchange extraordinary ideas. To collaborate, ignite genius and experience a challenging meeting of minds. That's the business of BESydney.

Supported by government, industry and academia, we bring the world's thinking to Sydney and NSW - where our remarkable city and its people provide the environment needed to generate genuine progress.

BESydney promotes Sydney as the pre-eminent business visitor destination in the Asia Pacific and acquires strategic business events that deliver economic and social impact for Sydney, NSW and global communities.

What this role involves:

We currently have two exciting fixed-term opportunities available and are seeking the following roles to join us:

Client Engagement Manager (Science, Engineering & Infrastructure)

Reporting to the Head of Industry, Science, Engineering & Infrastructure you will lead engagement activities to identify business event opportunities for Sydney, including:

- Activating C-level suite networks across Government, Academia and Business Events industry to progress and secure commitment from Australian bid leaders to bid for business event opportunities for Sydney.
- Engaging with BESydney's in-market networks including BESydney Global Ambassadors, Investment NSW, Destination NSW, Austrade, and Tourism Australia.
- Contributing to sales pipeline progression through team collaboration and participation in internal planning meetings and business development activities.
- Supporting the development of tailored bidding strategies aimed at securing the right to host global Association meetings.

To be successful in this role, you will be able to demonstrate:

- 3 years + client engagement, relationship management, or business development experience in strategic sales.
- Experience in stakeholder engagement, specifically with senior public and private sector decision-makers.
- Understanding, or ability to rapidly acquire the understanding, of the Association sector, including knowledge of the Science, Engineering, and Infrastructure industries.
- Understanding of, and interest in, broad national and international cultural, economic, business, and social trends
- Database management skills and are digitally savvy.
- Strong attention to detail to critically analyse information.

Bid Manager (Health & Life Sciences)

Reporting to the Head of Industry, Health & Life Sciences you will lead collaboration with national associations, bid leaders, and committees to develop and implement comprehensive, tailored bidding strategies to secure global meetings in Sydney, including:

- Facilitating committee meetings for a broad range of stakeholders.
- Developing key messages and a compelling bid narrative, that leverage's Sydney's unique advantages.
- Preparing professional bid submissions, pitch presentations and other bid collateral as required.
- Developing engagement and advocacy plan to support international decision-making.
- Project managing bids and maintain internal databases to record and communicate activity.
- Sourcing supplier proposals to meet international client requirements.
- Developing business cases to support funding applications and budget allocations.

To be successful in this role, you will be able to demonstrate:

- At least three years' experience in strategic sales, bid/proposal management, marketing, and/or business consulting.
- A strategic mindset with working with senior executives, academics, and government representatives.
- An interest in global trends and the ability to understand or learn about the international association and Health & Life Sciences sectors.
- Exceptional written and verbal communication skills, with a flair for professional persuasive writing skills.
- Strong attention to detail and ability to research, synthesize and critically analyse information.
- Strong database management skills and be digitally savvy.

What's in it for you:

At BESydney, we value our people and provide an excellent work culture and Employee Value Proposition that includes:

- Flexible work arrangements.
- Generous leave entitlements
- Ongoing professional development opportunities.
- Ongoing social activities.

Both of these roles are offered on a fixed term basis concluding on 30 June 2027.

At BESydney, we strive to bring out the best in our people by providing a diverse and inclusive workplace for ALL. We want everyone to feel comfortable and safe in bringing their whole self to work.

We are passionate about what we do! We work collaboratively to achieve our goals, and we want our people to be bold, authentic, and curious!

We aim to provide an inclusive workplace for all, and we encourage you to bring your perspectives, experience, and background.

If there are any adjustments you may require to our recruitment process or the role itself, let us know.

We encourage Aboriginal and Torres Strait Islander peoples to apply.

Please note that only shortlisted applicants will be contacted. CVs will be kept on file for potential future opportunities. Only those with the right to work in Australia may apply.

No recruiters please.