



# Business Development Manager

## About Us

For 50 years, Air Radiators has been a top-tier company dedicated to the design and manufacture of heat transfer solutions. We work with major customers in the mining, railway, defence and government sectors, and we have a solid reputation for providing our customers local and globally with quality products and service.

As part of Adrad Holdings Limited, an ASX-listed business with headquarters in Adelaide, we have over 400 employees spread across Australia and Thailand. Operating as a group, we are a market-leading, vertically integrated designer and manufacturer of Original Equipment (OE) industrial radiators and cooling systems for high-end applications that shape the direction of heat transfer solutions in the future. Join us today and build a career you can be proud of.

## About the Role

Acting as the point of contact for customers, you will manage the full sales lifecycle from prospecting through to order placement while ensuring customer requirements are clearly captured and delivered.

## Key Responsibilities

- Develop and grow new customer accounts
- Build strong, long-term relationships with customers and key stakeholders
- Prospect, identify opportunities, and convert new business
- Manage the sales process through to order placement
- Prepare, submit, and negotiate technical and commercial quotations
- Conduct regular customer visits and follow-ups
- Develop and maintain a strong CRM sales pipeline and forecasts
- Monitor market trends, competitor activity, and pricing
- Represent the business at customer meetings and industry events
- Ensure customer satisfaction and support issue resolution

## About You

- Proven experience in business development or technical sales
- Strong commercial and negotiation skills
- Ability to manage complex, consultative sales processes
- Excellent communication and relationship-building skills
- Experience in heat exchangers or industrial equipment (highly regarded)
- Willingness to travel as required

## How to Apply

Please submit your resume and cover letter to [recruitment@airrads.com.au](mailto:recruitment@airrads.com.au) with Business Development Manager in the subject line.