



Role Description

Position Specification

Position Title:	National Manager – New Business Origination
Function:	National Fleet Sales
Reports to:	Deputy Director – Fleet and Mobility
Effective Date:	11-Nov-24

Position Purpose

The Manager – New Business Origination will play a pivotal role in developing and implementing the growth roadmap between Mitsubishi Motors and a strategically important fleet partnership. Focusing on growth via new business development along with productivity, this role will embed a growth mindset by designing and implementing go-to-market programs across leading fleet customer segments. The Manager – New Business Origination will identify opportunities to improve the overall customer value proposition in areas spanning the entire fleet management lifecycle. This is a senior fleet position reporting directly to the Deputy Director of Fleet and Mobility.

With primary responsibility for new business development, the Manager – New Business Origination will be focused on growth by applying an exciting and evolved value proposition across the fleet sales and management industry to attract new customers to our exciting brand proposition. This role will have overall responsibility for the growth model and outcomes working in collaboration with leading fleet management organisations in Australia. This role will also adopt project management principles to ensure the successful implementation of projects, and will play a key role in partnering with stakeholders and building collaborative, effective working relationships with them to support business operations and deliver on project objectives.

Key Stakeholder Relationships

Internal

MMAL Executive members, Deputy Director Fleet and Mobility, Chief Strategy Officer, State Fleet Managers, Marketing Manager, Distribution Manager, Sales Planning Manager, among other members from Mitsubishi Motors Corporation (MMC)

External

Fleet Management Organisations; Fleet segments

Professional Behaviours

KEY RESPONSIBILITIES	KEY BEHAVIOURS
Be committed to ensuring a safe workplace for yourself, your colleagues and our customers	<ul style="list-style-type: none">Comply with all MMAL safety policies and proceduresDiligently report all hazards and incidentsContinuous improvement to work towards a zero-harm workplace
Support the health and wellbeing of all workers	<ul style="list-style-type: none">Ensure the health of workers is valued

MMAL – P&C – RD	File Name: MMAL – PC – RD – National Manager_New Business Origination_FINAL_241111.docx	Issued: 12-Nov-24	Issue: NEW	Review Due: TBA	Page 1 of 5
-----------------	---	-------------------	------------	-----------------	-------------

	<ul style="list-style-type: none"> Provide opportunities and encourage workers to participate in wellness programs and activities
Demonstrate professional workplace behaviours in accordance with legislation and policies, including demonstrating MMC Way and MMAL's values of Embrace Innovation, Invite Collaboration, Be Accountable, Respect Always, Grow Resilience, and Be Engaged to enable great experiences	<ul style="list-style-type: none"> Comply with all legislation, company policies, procedures and reasonable direction Set an example for all other workers to follow in relation to appropriate behaviour in the workplace in accordance with our Codes of Conduct

Position Responsibilities

RELIABLE – You can always depend on us. Whether it's our vehicles, 10/10 Diamond Advantage, employees or dealers we can be relied upon.

KNOWLEDGABLE – Find the solutions you need. Knowledge of our vehicles is in our DNA, but understanding our customers drives us.

CAPABLE – No challenge is too big. Underpinned by our skilled people and quality service, our vehicles are capable of tackling and adventure.

SUSTAINABLE – We're in it for the long-term. Adventurers are connected to the environment. We are navigating towards a more sustainable future for us all.

What are the key responsibilities of the role and how will they be achieved?	Which Strategic Pillar(s) do these actions support and how is this measured?				
<p>Functional Plan</p> <ul style="list-style-type: none"> Enable the realisation of commercial synergies between MMAL and FMO Implement a sales operating rhythm to generate new business acquisition volume aligned to annual targets Collaborate across FMO channels to identify and act on insights that positively impact Mitsubishi product whole of life lease cost. 	<p>Strategic Pillar(s)</p> <ul style="list-style-type: none"> Capable <p>Measurement</p> <ul style="list-style-type: none"> Well-articulated new business development plan KPI Achievement as defined by the Deputy Director, Fleet and Mobility Whole of life lease cost impact 				
<p>Living Our Values</p> <ul style="list-style-type: none"> Actively embody and act in a way that demonstrates the MMAL Corporate Values of: Embrace Innovation, Invite Collaboration, Be Accountable, Respect Always, Grow Resilience, and Be Engaged 	<p>Strategic Pillar(s)</p> <ul style="list-style-type: none"> Reliable Capable <p>Measurement</p> <ul style="list-style-type: none"> Ongoing demonstration of behaviour that support or demonstrate the best of our values 				
<p>Business Partnership Plan</p> <ul style="list-style-type: none"> Enable the realisation of commercial synergies between MMAL and FMO, focusing on the following portfolio: <ul style="list-style-type: none"> Large Fleet Small Medium Enterprise Novated Leasing Accessory Parts per new vehicle sale 	<p>Strategic Pillar(s)</p> <ul style="list-style-type: none"> Capable Knowledgeable <p>Measurement</p> <ul style="list-style-type: none"> New Business volume in accordance with annual targets KPIs as defined in Business Agreements 				
MMAL – P&C – RD	File Name: MMAL - PC - RD - National Manager_New Business Origination_FINAL_241111.docx	Issued: 12-Nov-24	Issue: NEW	Review Due: TBA	Page 2 of 5

What are the key responsibilities of the role and how will they be achieved?	Which Strategic Pillar(s) do these actions support and how is this measured?
<ul style="list-style-type: none"> ▪ Implement a sales operating rhythm to generate new business acquisition volume aligned to annual targets ▪ Collaborate across FMO channels to identify and act on insights that positively impact Mitsubishi product whole of life lease cost 	
<p>Portfolio Customer Management</p> <ul style="list-style-type: none"> ▪ Work in collaboration with FMOs to onboard new MMAL customers and maximise share of wallet spend toward Mitsubishi product portfolio. ▪ Work in collaboration with State Fleet Managers to onboard new major accounts into the Mitsubishi fleet portfolio with appropriate new relationship manager transition plans. 	<p>Strategic Pillar(s)</p> <ul style="list-style-type: none"> ▪ Capable <p>Measurement</p> <ul style="list-style-type: none"> ▪ Customer share of wallet % by individual customer. ▪ Position and target total Fleet proposition toward the 3 largest Fleet segments in Australia being 1. Mining & Construction; 2. Telecommunication & Utilities; and 3. Rental Infrastructure; Other (as agreed) ▪ Measurements to include: 1. Prospecting activity; 2. Proposals; 3. Proposals to Win ratio
<p>Portfolio and Project Management</p> <ul style="list-style-type: none"> ▪ Manage all aspects of key projects from start to finish, ensuring that key deliverables are met on time and within budget ▪ Establish and maintain clear and agreed objectives, scope and deliverables with key stakeholders ▪ Design, communicate and implement an operational plan for completing the project; monitor progress and performance against the project plan; and take action to resolve operational problems and minimise delays ▪ Set priorities, allocate tasks, and coordinate project staff to meet project targets and milestones ▪ Seek required approvals within MMAL corporate, finance and project governance requirements where required ▪ Provide regular summary and/or detailed reports, including periodic reporting updates for monthly business reviews and steering committee meeting ▪ Work in collaboration with Mitsubishi Motors Corporation project management team to prepare and update all information required for periodic review (as requested) ▪ Maintain appropriate budget and expense records related to each project and conduct regular meetings and prepare reports to communicate the status of the project 	<p>Strategic Pillar(s)</p> <ul style="list-style-type: none"> ▪ Capable ▪ Reliable ▪ Knowledgeable <p>Measurement</p> <ul style="list-style-type: none"> ▪ Completion of information packs/board paper/other as requested with all KPIs updated on time and accurately ▪ Timely delivery of projects that meet milestones and deadlines ▪ Regularly checking in with stakeholders to ensure their contributions are also in line with project milestones and deadlines

MMAL - P&C - RD	File Name: MMAL - PC - RD - National Manager_New Business Origination_FINAL_241111.docx	Issued: 12-Nov-24	Issue: NEW	Review Due: TBA	Page 3 of 5
-----------------	---	-------------------	------------	-----------------	-------------

What are the key responsibilities of the role and how will they be achieved?	Which Strategic Pillar(s) do these actions support and how is this measured?
<p>Stakeholder Engagement and Communication</p> <ul style="list-style-type: none"> ▪ Cultivate and maintain positive relationships with diverse stakeholders including team members and external collaborators ▪ Proactively identify stakeholders' needs, concerns, and expectations to ensure alignment and transparency ▪ Employ exceptional verbal and written communication skills to convey complex ideas clearly and persuasively ▪ Facilitate collaboration and foster trust through effective stakeholder engagement and communication 	<p>Strategic Pillar(s)</p> <ul style="list-style-type: none"> ▪ Knowledgeable ▪ Capable <p>Measurement</p> <ul style="list-style-type: none"> ▪ Develop, build and maintain of close & effective partnership with key stakeholders (internal and external) via effective communication and influencing

Person Specification

Core Technical Knowledge and Experience

- Advanced knowledge of the Australian Fleet and Fleet Management industry
- Extensive network of leading industry fleet contacts
- Established and trusted across the Fleet Management and Leasing industry
- Proficient at driving new business development (i.e. directly and/or via a team) in a Business-to-Business context, and advanced capability for new business development generation
- Proficient across 'Find, Win, Grow, Keep' sales methodology backed by 'SPIN' selling or similar
- Proven ability in developing and leveraging multiple relationships internally and externally to effectively network a client organisation in order to drive organic sales
- Advanced relationship management, selling, interpersonal, negotiation, presentation and written communication skills / influencing skills
- Capable project manager adept at compiling Management and Board papers on request

Formal Qualifications

- [Tertiary qualification in Business, Project Management or an alternate relevant discipline, or equivalent skills, knowledge and experience.]

Core Skills

SKILL	SKILL LEVEL REQUIRED			
	BASIC	SKILLED	ADVANCED	EXPERT
LEADERSHIP & INNOVATION				
Leadership	1	2	3	4
Strategic Thinking	1	2	3	4
Innovation	1	2	3	4
MANAGING & ORGANISING				

MMAL - P&C - RD	File Name: MMAL - PC - RD - National Manager_New Business Origination_FINAL_241111.docx	Issued: 12-Nov-24	Issue: NEW	Review Due: TBA	Page 4 of 5
-----------------	---	-------------------	------------	-----------------	-------------

Problem Solving	1	2	3	4
Developing Others	1	2	3	4
Results Focussed	1	2	3	4
Time Management	1	2	3	4
Business Writing Skills	1	2	3	4
Project Management	1	2	3	4
Presentation Skills	1	2	3	4
Negotiation Skills	1	2	3	4
Conducting Meetings	1	2	3	4
Initiating Action	1	2	3	4
Planning - Operational	1	2	3	4
Planning - Strategic	1	2	3	4
INTERPERSONAL EFFECTIVENESS				
Flexibility	1	2	3	4
Interpersonal Understanding	1	2	3	4
Teamwork/Co-operation	1	2	3	4
Influencing	1	2	3	4
Communication	1	2	3	4
Self-Awareness	1	2	3	4

Employee name:	
Employee signature:	
Date:	