

Business Development Representative

Location Australia

Contract type 12 months

NM Group is looking to appoint a fractional Business Development professional to support and grow our work across Australia & New Zealand, focused on electricity transmission and distribution utilities.

This role is designed for someone operating in a fractional or consulting capacity. The number of days worked is flexible and self-directed; however, the successful candidate must be available for customer and internal meetings a minimum of 2–3 days per week.

About NM Group

NM Group are global specialists in LiDAR capture, processing, geospatial analytics, and vegetation management solutions for power utilities.

We currently support 40+ electricity transmission and distribution operators globally, including Transgrid, where we deliver a network-wide LiDAR survey programme supporting vegetation management and wildfire risk mitigation.

Key Responsibilities

- Develop and manage relationships with T&D utilities across Australia and New Zealand
- Support trials, tenders, renewals, and account expansion
- Develop partnerships with both engineering consultancies, and data capture partners
- Act as a local point of presence for NM Group in ANZ
- Collaborate closely with global sales, delivery, and product teams

About You

We're looking for someone who:

- Has strong experience in utilities, transmission/distribution, surveying, engineering, or asset management
- Understands how electricity networks operate and procure services
- Is comfortable operating in a commercial, client-facing role
- Can work independently and represent NM Group credibly in-market
- Brings both strategic thinking and practical execution

Experience in DNO / TSO overhead line (OHL) environments is highly desirable.

Role Structure & Compensation

- Fractional / contract role (12 months)
- Flexible number of working days, self-managed
- Minimum availability of 2–3 days per week for meetings and customer engagement for a fixed monthly contract
- Highly competitive, performance-based commission structure
- Strong upside for candidates with existing ANZ utility relationships

Apply via our website or email directly to: peter.stirratt@nmgroup.com