

Brand & Business Development – Advisor / Senior Advisor (Sydney)

Taylor Fry is an independent actuarial and analytics consulting firm, providing advice to government and business. Our Brand & Business Development team supports the entire business by:

- Helping with the preparation of responses to requests for tenders and proposals
- Making sure our reports, pitches and presentations are clear, concise and reflect our values
- Coordinating business development activities to help build and maintain client relationships
- Working with external graphic designers and marketing specialists on the development of brand collateral
- Writing, reviewing and copy-editing material for industry-facing publications
- Creating and reviewing content for our website and social media
- Working towards honing our consultants' communications skills.

As our business is growing rapidly, we're after that ideal someone to join our Brand & Business Development team.

What we're looking for

We need a smart, motivated person who 'gets' our brand and welcomes delving into technical content to find meaning, message and story.

These skills and traits are essential:

- Proven experience within a business development or similar role
- Excellent written communication skills, including a passion for organising information in logical and engaging ways
- Sharp eye for detail, particularly in proofing and editing copy
- Strong people skills with the ability to build effective working relationships across the firm
- Comfortable taking initiative and being proactive when tackling anything new
- Enthusiasm for learning about actuarial and analytics concepts
- Confidence in working with senior staff on high-profile pitches and other pieces of work
- Strong multi-tasking and organisation skills, and ability to meet deadlines.

Nice to have

It would also be helpful if you had a combination of the following:

- Advanced Microsoft Word and PowerPoint skills
- Interest in and appreciation of visual design
- Previous experience communicating technical content to lay audiences
- Previous experience working with government (especially procurement)



What we offer

- An active interest in you and your career
- Work that is challenging, inspiring and rewarding, recognising this is only possible when your wellbeing is supported
- A culture that is collaborative and inclusive, in which discussion and teamwork are fostered, and everyone can question ideas and the status quo
- On-the-job training and learning programs to help you grow
- Bonuses based on firm-wide performance and an opportunity for equity ownership.

A bit more about Taylor Fry

We were established in 1999 by Greg Taylor, Martin Fry and Alan Greenfield to provide straightforward general insurance actuarial advice to insurers and government. We now also offer analytics and modelling services to a diverse range of public and private sector clients.

Qantas Loyalty owns a 51% stake in Taylor Fry.

We have offices in Sydney, Melbourne and Wellington, and we're proudly carbon neutral.

How to apply

Please apply to our HR Manager at recruitment@taylorfry.com.au, including your CV and a cover letter of no more than 300 words telling us what you look for in a job, what makes you feel fulfilled at work and what skill or trait you have that you believe would most enhance our team.