Business Development Manager (BDM)
Restaurant AI Phone Ordering Technology

Full-Time | AI | SaaS | Hospitality Tech

Massive Market Growth

The AI phone-ordering market for restaurants is projected to grow significantly and represents a dynamic, expanding industry with substantial long-term sales career opportunities.

Join the AI Revolution in Hospitality

DineLineAI is a new and exciting Australian technology company creating groundbreaking, AI-driven solutions. We are on a mission to redefine how restaurants manage phone orders, customer engagement, and operational workflows using the latest generation of artificial intelligence.

The restaurant industry is changing rapidly, and DineLineAI is at the forefront of that transformation.

About the Role

You will introduce restaurants to technology that can transform their business overnight—reducing labour costs, eliminating missed calls, increasing order accuracy, and giving them the tools they need to grow profitably.

As a BDM, you will sell a product that genuinely excites restaurant owners, delivers immediate ROI, and aligns perfectly with the needs of standalone venues and small hospitality groups. There are currently no competing products, making this an open, high-growth market.

This role is fully remote. We don't mind where you live or work—the opportunity for DineLineAI is massive. You will have the freedom to sell into your allocated area with full support.

What You'll Be Doing

- Lead the Adoption of AI in Restaurants.
- Assist Restaurant to utilize this powerful new ordering technology to improve their business profitability and sales.
- Engage restaurant owners, GMs, and operators, introducing them to the next generation of AI-powered ordering and automation.
- Clearly articulate the transformative impact of DineLineAI and how it directly improves daily operations.
- Use your technical aptitude to explain integrations, workflows, and system capabilities.

What We're Looking For

We're looking for high-performing candidates from anywhere in Australia—if you're in a market with the sales potential, we want to help you turn it into a thriving territory.

Essential Experience

1. Minimum 2 years' experience selling into the hospitality sector—ideally (but not necessarily) in the hospitality technology such as:

   - POS systems
   - Online ordering tools,
   - Reservation or table-management software
   - Hospitality SaaS

2. A large and strong existing network in the hospitality industry.
3. Be known and respected in the restaurant industry

Non-Technology Sales Consideration

We are willing to consider applicants who have sold non-technology products or services into hospitality, provided you can demonstrate a strong network, excellent industry reputation and are enthusiastic about learning AI and software systems.

Additional Essential Requirements

Demonstrated success selling to independent restaurants and small chains.

- Technical aptitude—ability to understand systems, integrations, and troubleshoot simple technical issues.
- Confidence discussing operational challenges with restaurant owners (labour shortages, call volume, peak periods, menu issues, etc.).
- Ability to assist with the setup and training of DineLineAI systems, supported by head office specialists.
- Proven ability to achieve or exceed monthly and quarterly sales targets.

Nice to Have- Advantages

We are particularly interested in applicants:

- Able to communicate fluently in Mandarin, Hindi, Bengali, Telugu or similar languages—many restaurant owners do not speak English as their first language and struggle with phone orders.
- Networked into the Chinese, Indian and similar Restaurant communities

Who You Are

- Highly driven, entrepreneurial, and excited to build something new.

- Passionate about AI and the future of hospitality technology.

- A natural communicator who can demonstrate the value of cutting-edge tools to non-technical audiences.

- Independent, self-motivated, hardworking, and comfortable working remotely.

- Curious, proactive, and keen to shape the future of an emerging industry.

- Motivated by the opportunity to earn significant income.

What We Offer

- Competitive salary + generous commission structure with strong upside.

- The opportunity to be part of the AI revolution with an industry-leading product.

- Fully remote working environment with national scope.

- The chance to work with genuinely innovative technology that restaurant owners love.

- Career advancement opportunities as DineLineAI scales rapidly across Australia and internationally.

- A rare opportunity to join early in a company positioned for massive growth.

Remuneration

OTE: $90,000 – $120,000
Base: $60,000 – $80,000
Incentives: $30,000 – $60,000+

Apply Now

If you're excited about AI, passionate about hospitality tech, and want to help build the future of the restaurant industry, we'd love to hear from you.

Send your CV and a brief introduction to: careers@dinelineai.com