



BUSINESS DEVELOPMENT MANAGER

Division/Department:	Account Management
Location:	New Albany, OH
Job Title:	Business Development Manager
Reports to:	President / Director of Account Management

Type of position:	Hours <u>40</u> /week
<input checked="" type="checkbox"/> Full-time	<input checked="" type="checkbox"/> Exempt
<input type="checkbox"/> Part-time	<input type="checkbox"/> Nonexempt
<input type="checkbox"/> Contractor	

GENERAL DESCRIPTION

The Business Development Manager is responsible for obtaining profitable new clients using effective sales and marketing techniques and coordination of resources. The Business Development is responsible for the business growth /development TS24 and accountable for successfully managing the sales cycle.

ESSENTIAL FUNCTIONS & RESPONSIBILITIES

- Develops sales leads and build clients pipeline to ensure company business development
- Satisfy growth and retention initiatives through building relationships with potential clients
- Maintain business target roster and meet minimum sales quotas to respond to TS24 growth projections
- Monitors competitor products, sales and pricing activities and makes adjustments in TS24 to keep competitive advantage
- Represents company at trade shows/ industry association meetings
- Delivers sales presentations to key prospects and potential clients
- Follow up on leads and finish the sales cycle from beginning to the end
- Work closely with Marketing department to support sales strategy and objective
- Identify trends relating to the industry and keep abreast of changes, updates
- Special projects assigned by CEO or requested by clients

EDUCATION & EXPERIENCE

- College degree preferred or extensive sales experience
- Understanding of financial structure and return on investment concepts
- 1-3 years B2B sales experience preferred
- 3 years of industry experience preferred

MINIMUM REQUIREMENTS (REQUIRED SKILLS)

- Able to discuss financial and business issues at C level
- Excellent verbal and written communication skills
- Efficient organizational skills
- Proficient negotiating skills.
- Evident interpersonal skills
- Proficiency in Microsoft office
- Great presentation skills
- Outgoing and optimistic personality
- Ability to assess critical situations and apply value based remedies
- Ability to deal with stressful situation with grace and resolve
- Ability to foster and maintain a partnership based on trust and honesty.
- Ability to identify trends, interpret them and provide potential impacts/ solutions/ recommendations