

Title: Business Development Manager

Overview:

We are looking for a high-performing Business Development Manager to help increase sales team performance and increase our client base. You will be responsible for maximizing our sales team potential and developing our business development strategy.

Responsibilities:

- Successfully managing the sales team (currently 5 regional salesmen) through joining sales meetings, drive along and reviewing account activity regularly
- Responsible for helping sales team improve individual and overall performance
- Assist internal sales management create proper documentation and processes needed to prepare proposals in a timely manner
- Responsible for restructuring sales team territories and accounts where necessary
- Enhance current customer relationships and grow next generation relationships.
- Help develop new business opportunities
- Assist with design and implementation of a sales business plan that expands company's customer base and ensure strong presence in the industry
- Work with other members of Executive Leadership Team on strategic objectives and company improvements
- Present sales, revenue and realistic forecasts to the Executive Team on quarterly basis
- Identify market shifts while being aware of new products and competition status

Requirements

- BS/MS degree from an accredited university or college in Business, Sales, Marketing or another related field
- 10 plus years' experience as a sales representative or sales manager in capital equipment sales. Processing equipment knowledge preferred.
- Demonstrated ability to communicate, present and influence credibly and effectively at all levels of the organization
- Proven ability to drive the sales process from plan to close
- Good coaching and people management skill
- Excellent interpersonal communication, presentation and proven organizational skills are required.
- Proficiency usage of Microsoft Office including Outlook, Word, Excel.
- Knowledge of the usage and maintenance of a CRM system.
- Ability to travel approximately 50%
- Good team player