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Business Development Manager

We are looking for an ambitious and energetic Business Development Manager to help us expand our clientele. You will be responsible for selling fullness monitors for compactors direct to end user customers.

Responsibilities:

- Responsible for delivering an annual revenue plan.
- Develop and maintain a sales pipeline that is robust enough to deliver the annual revenue plan.
- Develop leads and prospects.
- Provide product demonstrations to prospects.
- Work with the Marketing Director and lead generation analysts to design and implement marketing initiatives to fill the pipeline.
- Track activities in Salesforce.
- Continuously research and remain knowledgeable of industry trends and competition.
- Partner with Sales Management to identify opportunities to increase revenue, improve sales team efficiency.
- Assist in developing and delivering presentations as needed.

Skills Required:

- Strong analytical and problem-solving skills.
- Hands on knowledge of Salesforce.
- Strong written and verbal communication skills.
- Proficient in Microsoft Office Suite.
- Strong attention to detail and organizational skills.
- Strong interpersonal, leadership and motivational skills.
- Self-starter able to work effectively in a fast-paced office environment.

Education / Experience:

- Bachelor's degree preferred.
- 5+ years technical sales experience.
- 3+ years experience with Salesforce.