

Job Description

Job Title: Senior Business Development Executive

Position Description:

If you thrive on developing new business and being rewarded through a base salary and lucrative commission plan, as a Senior Business Development Executive, you will help our organization remain competitive and grow by identifying and acquiring new accounts that will have a major strategic impact on the long-term success of the company. The Senior Business Development Executive will lead and oversee the development and growth of profitable new business; develop and maintain effective key customer relationships as well as ensure business growth through directing and managing business development activities.

Responsibilities include:

- Develop new business and long term account opportunities through prospecting and cold calling.
- Develop, coordinate and implement marketing plans designed to maintain and increase existing business and capture new opportunities.
- Develop sales presentations, conduct seminars and participate in meetings with clients and external vendors.
- Complete RFP's and proposals, follow up on submissions and close business. Be aware of organizational growth initiatives regarding market and target customer segments, and the company's potential to meet customer needs.
- Oversee, maintain and upgrade existing accounts to ensure ongoing client satisfaction.
- Coordinate, manage and resolve account maintenance issues.
- Benchmark state-of-the-art practices to recommend profit and service improvements.

Qualifications:

- 7-10+ years' direct sales experience
- BA/BS degree or equivalent preferred
- Must be extremely effective at initiating high-level contacts in accounts and have strong presentation skills to close the sale.
- Creativity and ingenuity in developing successful sales strategies; have a working knowledge of the industry along with a pulse on what is forthcoming.
- Ability to generate leads and build business in a wide-open market.
- Possess growth-oriented philosophy and be able to manage growth responsibly.
- Entrepreneurial-oriented philosophy
- Supply Chain, Logistics, Warehousing, Manufacturing or related industry experience preferred