



BUSINESS DEVELOPMENT MANAGER

Reporting to the VP of Sales

OBJECTIVE: Develop long-term strategies and lead efforts to grow revenue with existing customers and cultivate new customer growth.

RESPONSIBILITIES:

- Identifies market opportunities according to company objectives
- Closes new business by coordinating requirements with company team members
- Keeping up to date on industry & market trends
- Work closely with sales and marketing organization to develop new growth business
- Explore opportunities to increase company value within the marketplace
- Advance the growth in company product categories
- Help provide market and competitor analysis
- Focused effort around company strategic initiatives
- Support and build customer relationships with existing & new customers
- Market and customer mapping
- Build brand awareness
- Other duties as assigned

REQUIREMENTS:

- Bachelor's Degree in Mechanical Engineering
- 5+ years of documented work experience
- Experienced in industrial sales (preferred) or B2B experience
- Knowledge of seals or related industry, a plus
- Strong strategic planning and project management abilities

PHYSICAL REQUIREMENTS:

Sit [50%], Stand [50%], Lift [> 25lbs], Walk, Bend, Stoop, Reach, Push & Pull, as well as Finger/Hand dexterity.

TRAVEL REQUIREMENTS: 50%-75%, as required