

Job Description

Position: **Business Development Manager for Cleanline® Products**

Reports to: **Sales Manager**

Scope of Position

Setup a marketing plan and prospect new customers for our Cleanline® Product group. Work with purchasing agents, engineers, architects and Cleanline® distributors to meet company sales goals. Website can be viewed at Cleanline.com.

Job Responsibilities

In this position, the sales person shall be responsible for the following:

- Prospecting for new accounts.
- Communicating with customers in all aspects of the sales cycle.
- Develop relationships with new and existing customers.
- Follow up with quotations and close sales.
- Contribute to team effort between customer and TMS sales team.
- Collaborate with Sales Manager and peers to determine key goals and objectives.
- Meet sales goals.

Mandatory Experience & Knowledge Requirements

- Associates Degree in Business Administration, and a minimum of three years of experience in sales with proven track record of success.
- **MUST HAVE** strong communication, interpersonal, and leadership skills that would allow the successful candidate to contribute in a team environment to accomplish the goals of the team supporting the overall company goals.
- Negotiating and closing sales with proven track record.
- Proficiency in Microsoft Word and Microsoft Excel.

Preferences

- Three or more years of experience working in sales.
- Strong business acumen, with an understanding of financial and managerial accounting.
- Professional Sales training.

We are looking for a goal oriented, self-driven, and energetic individual. Pay is based on commission. Travel is required.

Job Type: Commission

Required education:

- Associate

Required experience:

- Working in sales: 3 years