

| | |
|--|---|
| Job Title: | Business Development Manager |
| Position Type: | Volunteer to Commission, with Full Time potential |
| Job Description | |
| <p>Job Purpose:</p> <p>Builds market position by locating, developing, defining, negotiating, and closing business relationships. Develops new business by analyzing account potential; initiating, developing, and closing sales; recommending new applications and sales strategies for core business and product lines.</p> <p>Duties:</p> <ul style="list-style-type: none"> • Identifies trendsetter ideas by researching industry and related events, publications, and announcements; tracking individual contributors and their accomplishments. • Locates or proposes potential business deals by researching and contacting potential partners; discovering and exploring unique opportunities. • Screens potential business deals by analyzing market strategies, deal requirements, potential, and financials; evaluating options; resolving internal priorities; recommending equity investments. • Closes new business deals by coordinating requirements; developing and negotiating contracts; integrating contract requirements with business operations. • Monitors competition by gathering current marketplace information on pricing, products, new products, delivery schedules, merchandising techniques, etc. • Identifies development potential in accounts by studying current business; interviewing key customer personnel; identifying and evaluating additional needs; analyzing opportunities. • Resolves customer complaints by investigating problems; developing solutions; preparing reports; making recommendations to management. • Maintains historical records on area and customer sales to assist in future development efforts. • Maintains professional and technical knowledge by attending educational workshops; reading professional publications; maintaining personal networks; participating in professional societies. • Enhances organization reputation by accepting ownership for accomplishing new and different requests; accomplishes related results as needed. <p>Skills/Qualifications:</p> <p>Initiative, Negotiation, Self-Confidence, Builds Client Base, Establishes Partnerships/Alliances, Prospecting Skills, Presentation Skills, Closing Skills, Relationship Building, Sales Planning, Motivation for Sales, Customer Service, Emphasizes Excellence, Selling to Customer Needs, High Energy Level, Professionalism</p> <p>Supplemental:</p> <p>SMB/Start-up, Outsourcing, Gaming/Game Theory, SMB or Enterprise Sales Experience</p> <p>Interested Candidates should submit a completed resume and cover letter to:</p> <p>Abdul Jabali careers@brainmatch.net 7301 Burnet Rd., Ste. 102-268, Austin, TX 78757</p> <p>BrainMatch is the world's first online community for project-based internships. Like a specialized headhunter, we recruit highly talented and driven students to do real work for companies at a fraction of the cost of traditional employees and contractors.</p> <p>In turn, students gain invaluable real-world work experience, build a real-time professional portfolio (not just a resume), <i>and</i> earn money for college.</p> | |