



Job Description

Job Title: Business Development Manager, Environmental Test

Department: Sales

FLSA Status: Full-Time, Salary, Exempt

EEO Classification: Salesworkers

Purpose of this Position

The primary purpose for this position is to grow the Product Qualification Test business, Commercial and Aerospace Environmental including Electrical Magnetic Interference, in the Southeastern USA by building relationships with clients to establish long-term, partnership based business.

Essential Duties and Responsibilities:

- Responsible for achieving budgeted order intake for our Jupiter and Melbourne, Florida test facilities
- Develop and successfully execute a Strategic Sales Plan which defines how to accomplish managing existing local accounts, developing new clients, and restoring lapsed clients
- Servicing local opportunities delivered by various lead generation channels
- Consistent and Aggressive quote follow up, with follow through to win or lose
- Ensuring that opportunities are systematically managed through the sales pipeline in CRM system
- Weekly and/or Monthly reporting/forecasting to the management team
- Travel within the Southeast US region, approximately 80% offsite meetings at client sites

Supervisory Responsibilities

- N/A

Qualifications

- Strategic relationship building mindset
- Possess a hunter sales mentality, driven to hunt and close business
- Able to work independently to successfully achieve and exceed strategic objectives/goals

Education and/or Experience

- University Graduate
- Minimum of 3 years outside, field based sales experience in a business to business environment

Language Skills

- Ability to read and interpret documents such as customer testing specifications and procedure manuals.
- Ability to speak clearly and intelligently with clients, whether in person, by phone or email

Mathematical Skills

- N/A

Reasoning Ability

- Strong focus in sales mindset with intent to close the deal, retain the client and grow the relationship
- Ability to listen and hear what is being said with intent of addressing client pain points
- Understanding of strategic planning and execution

Physical Demands

- 80% field based (covering mainly Florida and Georgia) and 20% office based in our Melbourne laboratory with occasional overnight stays away from home

Other Skills and Abilities

- Positive, Enthusiastic, Vibrant, Well-organized, Self-directing personality
- Experience in defining a Strategic Sales Plan with timeline and successful execution of the plan
- Experience in testing environment and/or interpreting testing procedures/requirements is not required, but would be an asset.
- Well developed oral and written communication skills and grammar. Good interpersonal skills that foster open communication built on mutual respect.
- Ability to interface with clients, determine the clients needs as well as identify the areas which cause them pain
- Possess a sense of urgency/importance about achieving both personal and company success.
- Motivated by monthly and annual sales targets based on individual performance goals
- Proficiency in Microsoft Applications (Project, Word, Excel, Power point, Outlook)
- CRM and database IT literacy; Microsoft Dynamics CRM, Microsoft Dynamics Axapta

EEO

This position requires access to export-controlled commodities, technical data, technology, software, and services. U.S. citizenship, U.S. legal permanent resident status, protected person status under 8 U.S.C. § 1324b(a)(3), or U.S. Government export authorization is required. Any offer of employment is contingent upon the employer obtaining the necessary export authorization, including, if required, an export license from the U.S. Department of Commerce's Bureau of Industry and Security, the U.S. Department of State's Office of Defense Trade Controls, or other applicable government agency.

This job description reflects an assignment of essential functions, it does not prescribe or restrict the tasks that may be assigned. Other duties and tasks may be assigned to this job at the Company's discretion.