



Business Development Manager

Education: Bachelor's Degree in business, communications, marketing, advertising, or technical field related to manufacturing.

Qualifications: 5+ years experience in business-to-business sales with technical services or equipment company. Experience selling manufacturing, process or packaging systems, or services and solutions. Understanding of business metrics used by manufacturers to manage and improve their operations. Knowledge of manufacturing automation solutions, benefits and justifications. Demonstrated success in a sales role – including cold calling, lead qualification and nurturing, proposal writing and pricing, and meeting or exceeding annual sales objectives.

Excellent time management and organizational skills. Must be motivated and disciplined to work independently. Must possess excellent relational, verbal and written communication, and listening skills, have proven presentation skills and superior interpersonal skills. Employee must be an effective team player.

Duties: The Business Development Manager reports administratively to the VP of Sales and works closely with the Polytron sales and marketing team to promote the visibility and interests of the organization. No supervision responsibilities required. The Business Development Manager will establish and develop relationships within assigned client accounts to maximize account penetration, uncover needs of client's business, and represent and promote Polytron's offerings. They will support and promote company goals, initiatives and objectives as well as sales processes.

Key functions will include but not be limited to the following:

- Generating Sales to meet defined sales objectives and meet the needs of the business.
- Establishing and maintaining account plans for assigned accounts.
- Establishing relationships with key members of the client organization to maximize account penetration and repeat business.
- Travel to meet with and present to new and existing clients on a regular basis, uncover and identify new opportunities, promote Polytron's services, identify issues or concerns, and work with Operations Team to ensure client satisfaction;
- Regularly update client and contact information, activities, and sales forecast in Polytron's CRM system, providing weekly updates to opportunity activity and forecasted sales;
- Coordinate with Project Managers and engineering staff when appropriate to sell and present to clients, and develop and price proposals;
- Collaborate with vendors and/or partners for co-marketing and selling opportunities, and to ensure scope and pricing are appropriate for the opportunity;
- Maintain industry knowledge and stay on top of trends in order to represent or capabilities to clients in a targeted fashion;
- Lead team to support relationship management, opportunity assessment and proposal generation;
- Prepare and deliver qualifications packages, sales presentations, and proposals to support sales achievement;



- Negotiate and close deals;
- Maintain awareness of competitive landscape in assigned accounts.

Characteristics: The Business Development Manager must have good personal habits, work well with others, be able to stay on task and complete work on schedule, and promote the principles and professionalism of Polytron.