

# **BUSINESS DEVELOPMENT MANAGER**

## **About BOMI**

We are the premier international provider of educational products and services to the commercial real estate industry. For more than 50 years, we have been deeply committed to our learners and the industry we serve. We pride ourselves on creating a diverse and inclusive culture where we all feel welcomed, valued, and empowered to achieve our full potential. This is a cornerstone of who we are today and where we're headed in the future.

## **What will you be doing as a Business Development Manager?**

- Increasing revenue growth in assigned area of business
- Building and maintaining strategic customer relationships
- Evaluating customer needs and recommending an appropriate course of action
- Working individually and collaboratively within a team environment
- Exhibiting a sense of urgency when responding to customer requests and inquiries
- Delivering sales presentations

## **To be successful in this role, you'll need the following:**

- A minimum of 2-5 years of business development experience
- Strong attention to detail and highly organized
- Excellent verbal and written communication skills
- Highly professional and self-motivated to achieve sales goals
- Strong analytical skills
- Ability to travel to attend industry events, trade shows, and other functions as required
- Proficiency in MS Office (Outlook, Word, Excel, PowerPoint); Salesforce knowledge preferred
- Successful applicants for this position must be fully vaccinated against COVID-19 as a condition of employment. All offers of employment for this position will be contingent upon the successful applicant providing proof of vaccination prior to their start date.

## **Reasons You'll Love It Here:**

- A fun place to work!
- The opportunity to work with an experienced and passionate team with a shared interest in achieving success together – no silo's here!
- A chance to advance your sales career with an innovative company who has a work-hard and have fun culture
- 19 paid days off per year & 10 paid holidays per year
- Healthcare coverage begins on the first of the month following 30 days of employment
- 401 (k)
- Life, AD&D, Long Term Disability, and Short-Term Disability Insurance cost fully paid by BOMI International

Apply today with a resume and cover letter: [ccalliotte@bomi.org](mailto:ccalliotte@bomi.org)