

Position Title: Business Development Manager

Basic Function and Scope of Responsibilities

Identify and create business development opportunities by managing and expanding BOMI International's existing BOMA Local client base, and other strategic accounts as required, and developing new business using a consultative selling approach for the spectrum of BOMI International's products and service offerings.

Principal Responsibilities

Work with the CEO and Leadership Team to identify "one to many" selling opportunities within the BOMA Local current client base, explore and close new business prospects and opportunities and develop strategies to expand BOMI International's market and grow revenue.

- Manage to individual and departmental sales goals, and provide sales forecasting and regular sales updates to management using Salesforce.
- Collaborate with staff to build relationships with BOMA Locals and other partners.
- Evaluate client and partner needs and recommend appropriate programs; work with other departments, as needed, to develop and launch new programs and services to meet ongoing client and partner needs.
- Work with marketing team to articulate benefits/details of BOMI International programs, and articulate value and benefits driven communications to initiate business, as needed.
- Represent BOMI International at industry events, trade shows, and functions.
- Train other sales team members to support strategic programs through calling campaigns.

Minimum Qualifications:

- Bachelor's Degree or equivalent.
- Experience in sales and sales of services.
Familiarity with training in other business settings.

Training, Skills, Knowledge and/or Experience:

- Strong consultative sales skills, specifically the ability to match BOMI International solutions to a customer's stated needs and business objectives.
- Strong communication skills, including writing and face-to-face presentations.
- Organizational skills, including attention to detail, ability to handle multiple projects and meet tight deadlines.
- Willingness to travel for face-to-face business meetings with decision makers.
- Ability to work cooperatively with colleagues and supervisory staff at all levels.
- Knowledge of PC, Internet and related computer skills. Preferred experience using Salesforce

Please submit your resume and cover letter to [Jennifer Stolzenberg](#), Senior Sales Manager