



Example of Specialist, Business Development Job Description

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Our company is looking to fill the role of specialist, business development. Please review the list of responsibilities and qualifications. While this is our ideal list, we will consider candidates that do not necessarily have all of the qualifications, but have sufficient experience and talent.

Responsibilities for specialist, business development

- Identifies all decision makers for Brady products and services within a customer location using an in-depth approach and successfully closes new business or provides detailed information to the territory manager for an on-site sales call
- Builds and expands customer relationships on an ongoing basis to continually promote and upsell Brady products, services and solutions
- Develops a rapport with new (and old) customers through comprehensive and timely "after the sale" follow with all new and key customers in the region
- Prospect and make outbound calls to senior executives and qualified companies to meet quarterly sales and meeting goals
- Engage senior-level executives and proactively schedule and confirm sales meetings
- Partner with Senior Account Managers to create customized plans for sales territory
- Gather valuable market intelligence information from prospective customers
- Recruit members to attend events such as webinars or thought leadership seminars
- Grow the Sales Database through networking and prospecting
- Managing the sales-cycles and presenting value on our enterprise SaaS applications

- Working knowledge of vendor specific technology (Dell) preferred
- Computer literate (possess high level of proficiency in Outlook, Word, Excel, PowerPoint)
- This position will be based in Montreal, QC
- Confidence to work with sr
- 3+ years experience in Sales, Marketing, Product Management or related field
- Close relationship and communication with KAM's and Distributors