

# *Marketing Excellence Inc.*



## **Business Development Manager: Business and Marketing Services**

### **Job description**

The Business Development Manager for Business and Marketing Services will seek and develop new business opportunities for Marketing Excellence to deliver our world class business and marketing services. The service portfolio consists of quantitative and qualitative marketing research, integrated marketing communications (public relations and advertising), strategic planning, and business consulting / coaching.

The Business Development Manager will seek to develop business in select market segments. You will target new accounts and possibly manage them post sales to develop repeat business and long-term customer relationships.

This Position is available nation-wide.

### **Qualifications**

The Business Development Manager must have:

- knowledge of marketing services, 6Ps of marketing, marketing strategy and tactics
- excellent presentation and communication skills
- professional appearance
- experience conducting complex consultative sales
- self-motivated to seek new business and build long term business relationships
- commitment to follow-up
- able to develop a client relationship through an extended sales cycle
- able to utilize a solution selling approach
- excellent negotiation skills
- college degree preferred

### **Compensation**

This is a pay-for-performance position with high earnings potential. We offer well above industry standard commission and performance bonuses.

To apply for this position and to obtain further information, please forward your resume in strict confidence to [hr@marketing4excellence.com](mailto:hr@marketing4excellence.com).