

Marketing Excellence Inc.



Business Development Manager: Professional Development

Job description

The Business Development Manager will seek new business opportunities for our complete training and professional development curriculum. The curriculum is composed of Leadership and Best Business Practices workshops, seminars and training.

The Business Development Manager will seek to develop new business in all our 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 consultative selling
- excellent presentation and communication skills
- professional appearance
- experience selling training and workshops a plus
- self-motivated to seek new business and able to 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.