

## Business Development Manager

The BDM (Business Development Manager) role at TSC, Inc. is a fun and fast paced sales position. You must be driven to prospect new opportunities, self-motivated to stay on task, and creative to provide custom solutions for your clients.

If this is you we want to talk with you! Below are the basic responsibilities of the role. Please send your resume and contact information to [MPeagler@tscinc.net](mailto:MPeagler@tscinc.net) for review. We look forward to talking with you soon!

**Main Objective:** Increase sales revenue *primarily by winning new clients* and by effectively managing the account relationship and the product sales cycle to gain an increasing share of business. This is a sales role. Call activity, prospecting, and solution design are of high importance. Previous sales experience is preferred, but not required.

### **BDM General Duties & Responsibilities:**

- Meet or exceed annual sales revenue goal
- Logged sales activity, follow up to client commitments
- Manage accounts and increase sales and gross profit by:
  - Building and maintaining positive relationships with clients
  - Proactively identifying opportunities for sales
  - Being the product & service expert
  - Presenting creative product & service solutions
  - Presenting cross-sell and up-sell ideas to clients
  - Introducing additional solutions and services
  - Dealing with objections and closing sales
  - Following up with the client post-delivery
  - Providing best-in-class customer service
- Accountable for client satisfaction and for providing outstanding service
- Available to travel as needed for business needs.
- Contribute to market strategy by monitoring new products and client projects

### **BDM Pay & Benefits:**

- Competitive entry salary while training then transitioned to lucrative commission program
- Medical/Dental Insurance and 401K match available