

Business Development Manager

Job Focus: Identify and develop HIGH return accounts/relationships that will drive sales revenue growth.

- Proactive communication with targeted accounts
- Follow the established processes created by Crystal D
- Make business presentations to create, solidify, and advance relationships that generate revenue
- Execute consistent follow-up activities that will generate new sales opportunities
- Use CRM to track progress of relationship and communicate with teammates
- Focus on the targeted group within the wholesale channel
 - Promotional product distributors
 - National distributor companies
 - Buying Groups
 - Trophy retailers
- Knows the target customer base and how to leverage the relationship for maximum growth
- Knows how to get commitments and decisions
- Is comfortable talking about money – Is not apprehensive about closing the sale

Prior Experience:

This position requires a minimum of 2-5 years of promotional products industry sales

Company Name: Crystal-D

PPAI #: 112326

Job Location: St. Paul, MN

Email for resumes: ToddP@crystal-D.com