



Business Development Manager

The Business Development Manager is responsible for prospecting, recruiting, and signing qualified promotion product businesses as new AIA Franchise Owners and Affiliates (referred to as "Owners")

This is a remote position!

Business Development Manager Responsibilities:

- Proactively seek & pursue qualified Owner candidates in target markets throughout the country
- Build & promote strong, long term relationships with prospective Owners as they progress through what can be a long sales process
- Perform demonstrations of AIA's technology platform with qualified and interested prospects, personalizing the demo experience for each prospect based upon his or her unique business needs
- Perform cost-benefit and needs analysis of potential customers to meet their needs
- Responsible for identifying potential prospects, initiating contact through cold calls, emails, and social media, and identifying which are qualified as potential AIA Owners
- Maintain current and accurate data within Salesforce
- Coordinate on-site Exploration Days with new prospects, as applicable
- Travel to visit with qualified prospective AIA Owners, as needed & appropriate
- Maintain strong knowledge base of the company's services
- Develop and follow sales cadence within defined territory
- Build and present AIA value proposition sales materials for developing customer accounts, and coordinate the management of all other customer accounts.
- Achieve agreed upon sales targets and outcomes within time specified
- Facilitate the completion of all required documentation necessary for prospect approval and execution of Owner agreements
- Actively participate in the successful onboarding experience for Owners as they join the AIA family
- Coordinate with cross functional teams to manage positive onboarding experience
- Participate in 30-60-90 day new Owner onboarding business review meetings

Business Development Manager Requirements:

- Bachelor's degree in Business or equivalent experience
- Proven success with remote selling - relying upon phone, email, screen sharing technologies, etc.
- Strong business and financial acumen
- Experience using CRM/sales software. Salesforce preferred
- Experience in the promotional products industry is preferred
- Strong B2B sales, negotiation and communication skills
- Organized & thorough; Able to reliably provide professional & consistent follow up
- Professional and strong integrity

- Strong relationship skills; able to connect with key decision makers, build relationships and close deals
- Ability to prioritize, strong time management and organizational skills

If you are interested in the position please send your resume to Samantha@hrconsultingpartners.net with the subject line “Business Development Manager-AIA”.