



Website : [\\*\\*\\*.giantmediaonline.com](http://www.giantmediaonline.com)

### **About Giant Media LLC**

Giant Media LLC was established with a vision to offer customized and best quality Signage and Branding solutions at an affordable price.

We specialize in Large Format Printing, Backdrops, Trade Show Packages, Banner Stands and Displays, Promotional Flags, Canopy Tents, Marketing Materials, Promotional Products, and Outdoor Advertising Solutions.

We offer more than 200+ Customized signage products.

**Job Title:** Business Development Manager

### **Working Condition:**

- Arizona, Georgia, California, Texas (Remote Option Available)
- Ability to accommodate multiple time zones with primary ET (EST/EDT)
- Dedicated workspace and high speed internet
- Frequent video conference/email/chat

### **Essential Job Functions:**

- Proactively pursue sales opportunities through relationship building.
- Aggressively seek and find new business within existing customers.
- Identifies current and future needs of customers and potential customers.
- Successfully identify and qualify new business opportunities.
- Assure quotas are met or exceeded monthly by acquiring new business and servicing existing customers.
- Utilize software and or programs to manage accounts, prospecting activities, and sales objectives and results.
- Maintain all account information in the database including any notes regarding conversations.
- Compile product quotes and following up in a timely manner to secure the sale.
- Market promotions and new campaigns to existing customers.
- Maintains a current and STRONG base of product and industry knowledge and apply that knowledge when servicing customers.
- Participate in sales and vendor meetings, industry conferences, networking groups and trade shows.
- Participate in weekly/monthly sales meetings with upper management.
- Responsible for carrying out tasks, meeting deadlines, and checking that all tasks are completed for your orders.
- Provides customer service and support of all customers.
- Professionally represent the company.
- Other duties as assigned.

**Qualifications:**

- Proven ability to make 100-200 productive contacts monthly.
- Professional phone etiquette with clear articulate phone voice.
- Self-motivated, growth oriented and goal driven.
- New business development skills required.
- Strong negotiation and problem-solving skills.
- Excellent communication skills (oral, written and presentation).
- Strong detail orientation required.
- Strong computer knowledge including MS Office.
- Ability to work in a fast paced, detail oriented, fun environment.
- Ability to handle and prioritize multiple projects simultaneously.
- Minimum of three years of outside sales experience that includes marketing to a wide variety of clientele.
- Willingness to learn and participate in all aspects of the job.
- Outside sales experience in the promotional products, graphics, advertising, or apparel industries is preferred.

**Compensation:**

- To Be discussed

For confidential interview contact [bhumi@giantmediaonline.com](mailto:bhumi@giantmediaonline.com) with Resume and Cover Letter.