



Employment Enterprises, Inc.

Parent Company of Checks and Balances, Inc. and Temporary Solutions, Inc.

Job Position: Business Development Manager
Location: Remote
Pay Rate: \$100,000-\$150,000+ annually (Direct Hire)
Resume Send To: Colleen Chaplin – cchaplin@eeihr.com

***When submitting resumes, please indicate the name of the organization and individual that referred you to the position so that we can follow up with them. ***

Employment Enterprises, Inc. is currently working with a company that helps global corporations protect their collective with relevant, decisive measures to protect the environment, health, and safety. We are looking for a solution-oriented, results-driven Business Development Manager. You would help us Manage the sales process from prospecting and qualification through contract close through diligent follow up on prospective accounts. This is a direct hire position.


Business Development Manager Responsibilities:

- Manage the sales process from prospecting and qualification through contract close through diligent follow up on prospective accounts.
- Develop and maintain professional relationships with prospective clients within the territory and in assigned target accounts.
- Create demand and continuously seek out opportunities to market and sell products using such tools as LinkedIn, Zoom Info etc. with support from the marketing department and Sales Director.
- Conduct remote presentations and demos to senior and mid-level executives and subject matter experts to generate sales of Sustainable Chemistry's SciveraLENS product and services.
- Develop and manage a pipeline of qualified opportunities.
- Provide the Sales Director with visibility on the sales pipeline and forecasted revenue.
- Assess clients' needs and write effective sales proposals and quotes.
- Attend and participate in industry conferences and events.

Business Development Manager Qualifications:

- A bachelor's degree in business administration, marketing, communications, or related field.
- 5-7 years of solution sales experience in Business-to-Business Sales required.
- Proven experience with account-based selling: the impeccable ability to sell to multiple decision-makers and subject matter experts in enterprise-level organizations, including Manager, Director, VP-level and above.
- Strong organization skills: the ability to exceed daily and weekly prospecting metrics while maintaining and consistently closing new business.
- Inbound and outbound prospecting experience: strong track record of sourcing new leads and following up persistently with inbound leads that fit into our ideal client profile.
- Growth-oriented: Motivated and willing to continuously develop, learn, and adapt skillset.
- Self-starter: flexibility and ability to learn quickly and react to a client's situation in the moment is critical.
- Team player: ability to work on a team in a collaborative environment, sharing information and best practices.
- Must understand pipeline management, CRM and forecasting principles.

Contact: Colleen Chaplin at cchaplin@eeihr.com

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- Strong consultative sales and solution selling skills. Expert listening and needs analysis/diagnosis skills. Excellent oral and written communication skills and experience running complex software demonstrations.

What we offer:

- Remote Position
- Tutorial training and skill testing before placement
- 401K retirement plan after one year of employment
- Medical and dental benefits offered for employees on long term active assignments
- Flex spending account
- Credit Union Membership
- Working Advantage Employee Discount Program
- Voluntary Supplemental Insurance

***“Our Equal Employment Opportunity Policy: Employment Enterprises, Inc. is an equal employment opportunity employer. We recruit, employ, assign, train, compensate and promote without regard to race, color, sex, age, disability, religion, national origin, marital status, sexual orientation, ancestry, U.S. Veteran status, or any other protected category under applicable law.*”**