

JOB DESCRIPTION

POSITION TITLE:	Business Development Manager
REPORTING TO:	President
FLSA STATUS:	Full-time, exempt

Overview:

At FFS, we understand the impact that our solutions have on other businesses ability to be successful. We pride ourselves on being a one-stop shop offering high quality facility management solutions across the business spectrum. We're seeking a qualified business development specialist to extend our national reach through expert discovery and exploration of new and untapped business opportunities and relationships. Our ideal candidate will be trusted to dive right in, take the lead, use initiative, and help build our brand toward helping to make everyday activities easier for people around the world. Highly skilled at sales and business operations, this person will join and inspire a team of like-minded go-getters to achieve our company vision.

Essential Functions

- Managing both our existing sales pipeline and developing new business opportunities
- Take a lead role in the development of proposals and presentations for new business materials to create and nurture business opportunities and partnerships
- Identify trends and customer needs, building a short/medium/long-term sales pipeline in accordance with targets
- Develop strategies and positions by analyzing new venture integration
- Assist in the coordination and implementation of marketing strategies, and delegate tasks that achieve strategic goals
- Motivate the team, track performance, and report metrics

Daily and Monthly Responsibilities

- Monitor and evaluate industry trends and customer drivers and meet regularly with management and stakeholders to discuss strategy
- Manage proposal response process, including detailed RFP requirements, content creation, and inputs from various sources
- Generate new leads, identify and contact decision-makers, screen potential business opportunities, select the deals in line with strategies, and lead and facilitate pitch logistics
- Develop and implement overarching outbound sales and business development strategy, sales processes, structure, and best practices across the company
- Support deal structure and pricing with business value analysis; negotiate prices for proactive bids and proposals
- Maintain and share professional knowledge through education, networking, events, and presentations

Skills and Qualifications

- Bachelor's degree in business or management

- Successful track record in B2B sales and negotiation
- Excellent verbal and written communication skills
- Working experience with sales techniques
- Proficiency with data analysis, forecasting, and budgeting
- Proven ability to plan and manage resources
- Experience with CRM software (i.e., Pipedrive)
- Ability to deliver presentations

We are an equal opportunity employer and make hiring decisions based on merit. Recruitment, hiring, training, and job assignments are made without regard to race, color, national origin, age, ancestry, religion, sex, sexual orientation, gender identity, gender expression, marital status, disability, or any other protected classification. We consider all qualified applicants, including those with criminal histories, in a manner consistent with state and local laws.