**Business Development Manager/Branch Selling Manager – Industrial/Administrative Staffing**

**Location: Memphis, TN**

**Description:**

We are seeking an experienced sales professional, ready to drive new business development - a high caliber talent that achieves sales quota by identifying, prospecting and securing new clients. The Business Development Manager is expected to leverage existing contact base, networking and prospect for new opportunities and consistently apply superior salesmanship to win competitive opportunities.

**Responsibilities:**

· Build a portfolio of leads by cold calling, networking and leveraging existing contact base.

· Convert leads to opportunities by articulating capabilities and competitive differentiators as it relates to the client requirements.

· Develop the strategy, client proposals and RFP’s by engaging the required experts from the organization and managing the completion of the response.

· Develop, implement and manage sales plans and strategies to meet and exceed client requirements.

· Be an expert in the staffing industry and local Market

· Develop repeat and referral business through follow up activities.

· Participate in company recruiting actives, upon request to ensure we excel in our execution.

**Skills and knowledge qualifications**

• Bachelor’s Degree, preferably in Business, Marketing or equivalent combination of work experience.

• Completion of an established sales training program.

• A minimum of 3 - 5 Years Business to Business sales experience.

• Proven history of achieving sales quota.

• Experience in developing sales strategies in addition to service and pricing proposals.

• Demonstrated success working in fast-paced, highly competitive, deadline oriented environment.

• Demonstrated knowledge of solution oriented sales/closing techniques.

• Frequent travel in Colorado required based on market opportunity – may be up to 75% requiring reliable transportation. Must have Valid Driver's License.

• The desire and history of being the best at whatever you do.

• Possess a relentless determination to make things happen.

• Be individually motivated and team oriented.

Base Salary plus monthly commission plan based upon individual contribution to gross profit