

Business Development

Position Summary: Large contract furniture dealership has opening for business development. This position is primarily responsible for developing and maintaining relationships with in the A&D community that will result in new sales opportunities.

- Develop, plan and execute company sales and marketing strategies directed at the A&D community.
- Attend networking events as part of your business development role.
- Identify and develop sales leads for new business by utilizing our in house leads as well as developing relationships that generate additional leads.
- Develop and maintain relationships within the A&D Community that result in selling opportunities.
- Strategize with marketing team on selling approach and product positioning in support of project opportunities.
- Maintain all lead information and connections in CRM.
- Confer with the sales directors and peers in the development of business activities inclusive of coordinating selling efforts in a complex, team oriented selling environment.
- Work with marketing and sales to implement business development initiatives.
- Maintain positive working relationships with all company and region members.

Minimum Education Requirements:

- Requires a bachelor's degree in design, business, or marketing with at least 2 years of experience.

Major Experience Required:

- Experience in calling on the A&D community
- Knowledge of office environment issues and general business trends.

Technology Skills Required

- Ability to learn “in house” CRM system.

Send resumes to Debbie Sachs, DSachs@moii.com