



Business Development Manager

Green Tech Assets, LLC

New England / NY Metro Area

Application period closes on 09/30/16

Seeking experienced, energetic, and creative sales professionals, residing in the Northeast with 3-5 years of high-level strategic account outside selling experience in IT/Asset Disposition sales

General Summary

The Sales Manager will develop and execute sales plan to grow new customer sales revenues from new account prospects. Work with CEO to grow current and new customers for GTA. This includes establishing strong relationships with customers, building knowledge of their needs, and cross-selling GTA's products and services. Solicit orders for goods or services in person and over the telephone interactions. Interact with customers to provide information in response to inquiries about products and services. Manage and maintain customer records and interaction activity with current and new potential customers in CRM.

Essential Job Functions

- * Explain products or services and prices, and answer questions from existing customer and new potential customers.
- * Maintain computerized customer and prospect database by obtaining and entering customer contact, opportunity profile and other key information into CRM..
- * Develop and prepare sales tactics and materials that present GTA's products and services, in a manner which to persuade potential customers to purchase a product or services.
- * Develop and deploy relationship management tactics with key customer contacts; obtain names of other influencers, decision makers, and approvers within account.
- * Identify and record within the company CRM system current position and various sales tactics of the sales opportunities within each phase of the customer defined decision making process.
- * Communicate effectively with GTA management and customer's management.
- * React to customer requirements outside of standard products services offered by GTA when warranted by profiling needs and requirements and effectively working these objectives.
- * Contact applicable businesses and/or entities by telephone pursuant to special projects assigned by CEO.
- * Identify and suggest process improvements as necessary to maintain high-quality, efficient processes across all tasks.
- * Other job-related tasks as assigned.
- * Travel as required to meet new business objectives.

Knowledge, Skills, Abilities

- Knowledge of principles and methods for showing, promoting, and selling services, product demonstration, sales techniques, and sales control systems.
- Knowledge of principles and processes for providing customer service, including customer needs assessment, meeting quality standards for services, and evaluation of customer satisfaction.
- Advance user expertise of customer relationship database (CRM).
- Must have good working knowledge of Microsoft Excel, Word, Power Point and Outlook; Microsoft Access a plus.
- Excellent written and verbal communication skills.
- Ability to modify message delivery to meet varying needs of customers.
- Ability to organize and manage time, predicting and meeting changing demands as necessary.

Education and Experience

Minimum education high school diploma or equivalent; four-year degree in sales and marketing preferred. Minimum of 3 years of experience in high level outside sales.

Required experience:

Outside sales: 3-5 years