



## **BUSINESS DEVELOPMENT MANAGER JOB DESCRIPTION**

The Business Development Manager will be responsible for generating new sales opportunities for MatchBack Systems. **This is an individual contributor role accountable to deliver new business.** The principal goal is to develop and manage relationships with shippers, ocean carriers, truckers, 3pls, IMC's and others in the street-turn industry.

The Business Development Manager will play a fundamental role in achieving our ambitious customer acquisition and revenue growth objectives. Must be comfortable making dozens of calls per day, working with channel partners, generating interest, qualifying prospects and closing sales. This requires a business development leader who can identify potential leads, develop tactics and bring opportunities to closures.

### **Primary responsibilities**

- Source new sales opportunities through social media, lead generation, outbound calls and emails
- Understand customer needs and requirements
- Close sales and achieve quarterly quotas
- Research accounts, identify key players and generate interest
- Maintain and expand your database of prospects
- Team with cooperative partners to build pipeline and close deals
- Perform effective online demos to prospects
- Target new customers and new sales opportunities; initiate an action plan to approach and secure new business for cooperative
- Participate in presentations for customers and internal management meetings
- Prepare customer proposals
- Travel may be required for conferences, customer visits, presentations, and negotiations

### **Knowledge, Skills and Abilities**

- 5+ years of practical experience
- Fast learner and self-starter
- Ability to present, build campaigns and advance sales
- Strong phone presence and experience dialing dozens of calls per day
- Proficient with web presentation tools
- Excellent verbal, written and presentation communications skills
- Strong listening skills
- Ability to multi-task, prioritize, and manage time effectively
- BA/BS degree or equivalent in logistics, marketing, analytics and/or technology desired
- Articulate verbal and proper writing skills demonstrating clear and concise thought, professionalism and confidence for the purpose of high-level and detailed presentations
- Analytical processing to create professional, effective, and creative business solutions
- Analytical focus which demonstrates the ability to quickly evaluate critical facts and issues to help formulate potential solutions

### **Benefits**

- 401(K) with Company matching

- Health insurance
- Dental and Vision insurance
- Life insurance
- Employee discounts
- Tuition Reimbursement
- Paid time off

**Work Hours:**

- Full-time (40 hours per week)
- Work place is remote with ~20% travel