



Business Development Manager

Vermillion Incorporated, a leader in interconnect cable solutions for the military and aerospace industries, is seeking an on-the-road Business Development Manager with confidence and sales skills to grow business across the US for our custom designed and engineered cable assemblies. Candidates should be top-notch sales closers with competitive spirit who know how to find and capitalize on opportunities, work the map and produce profitable results.

Requirements

Previous outside sales experience in a wire/cable manufacturing environment; Ability to travel extensively, including overnight stays within the US as well as attendance at trade shows; valid driver's license and good driving record. Professional selling and presentation skills a must.

Job Responsibilities

- Pursue new business and develop key existing accounts. Analyze opportunities, identify key personnel, and develop strong business relationships via but not limited to cold calls, presentations, and following up on leads for new business.
- Develop sales strategies, proposals, and forecasts. Develop and conduct product demonstrations and sales presentations.
- Develop a customer management plan by area to maximize time with customers in order to seek new business and enhance customer retention by monitoring customer satisfaction with service and parts support and by responding to customer concerns or requests.
- Utilize online CRM to maintain accurate records of sales calls, customer files, and sales activity information. Discuss sales activities with management.

Qualifications:

- Bachelor degree, preferably in business management, marketing, entrepreneurship, professional selling, or related business program, or several years of successful sales experience
- Good communication, interpersonal, organizational, and computer skills
- Valid driver's license & clean driving record
- Motivated by commission based pay structure

Vermillion Incorporated provides equal employment opportunities (EEO) to all employees and applicants for employment without regard to race, color, religion, sex, national origin, age, disability or genetics. In addition to federal law requirements, Vermillion, Inc. complies with applicable state and local laws governing nondiscrimination in employment in every location in which the company has facilities and/or business practices. This policy applies to all terms and conditions of employment, including recruiting, hiring, placement, promotion, termination, layoff, recall, transfer, leaves of absence, compensation and training.