



Mastering Business Development, Inc.
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Business Development Manager Position Profile for MBDⁱ

MBDⁱ is searching for an individual to join our growing team of professionals. This is a key career position with our company. The Business Development Manager is responsible for selling company services by calling on prospective and established clients, maintaining sales programs by keeping customers informed about new services or changes, and meeting revenue quotas by obtaining new orders. Keeps records and prepares sales reports. Determines profitability potential for each account and travels to top customer locations for follow-up or to make presentations as per the company Business Development Process.

Experience:

The Business Development Manager will have 10+ years business experience and bring with them a list of contacts they've made within industry at a senior level.

They know these individuals personally and they will be calling on them for MBDⁱ.

They come from an MBDⁱ niche industry within the Professional Services arena.

They've held a senior level Business Development management position, wherein they were responsible for overall Business Development for the company and managed Business Development individuals reporting to them.

They have personally sold services, the intangible, and can provide a documented record of success.

They possess a strong hunter mentality. They are comfortable with the initial contact and developing new opportunities, and focus primarily on that area to achieve goals.

They possess outstanding listening skills with a solid customer centric view, and are experienced in using a proactive Business Development process.

Position Responsibilities:

- Form and maintain proactive, strategic and long term relationships with prospective clients by engaging them in a professional Business Development relationship.

- Quickly achieve an understanding of MBDⁱ service offerings.
- Use the MBDⁱ Business Development process to engage potential customers through cold calling and qualify or disqualify them in order to keep the sales pipeline full.
- Engage customers in a series of interviews to determine their personal feelings about the issues for which MBDⁱ might be able to provide a solution.
- This is a pro-active "Hunter" type position currently focused on presenting new services to new customers or new services to existing customers.
- Travel will be required, but the ability to engage and build rapport with customers via telephone conversations is essential. 75% of customer contact will be by telephone.

Skills and Attributes:

- Knowledge, understanding and wisdom in the application of psychology of why people trust and buy (i.e. Strong "people/interpersonal sales" skills).
- The ability to develop strategic account plans and customer call plans.
- The ability to position with all levels of management is important, as the purchasing decision may be handled by different positions within the account.
- Strong communication and interpersonal skills and the ability to develop rapport over the telephone will be necessary for success in this position.
- Knowledge and understanding of the Professional Services market.
- "Can do" attitude.
- Strong work ethic.
- Resourceful and creative.
- Thrives in a small office team environment.

Education: BA or BS degree in Business Management, Engineering or other technical discipline.

Apply: Email resume and cover letter to careers@mbdi.com. Be sure to put BDM-1 in subject line.