59 Industry Ct
Troy, OH 45373
forcedesign.biz

Business Development Manager

Identification

- **Title**: Business Development Manager
- **Reports to**: President

Primary Function

- Be instrumental in the growth of Force Design's integrator business by developing, servicing, and maintaining a preferred client base.

Responsibilities

- **Lead Generation**
  - Research, pursue, and develop new contacts matching the FDI goals for preferred clients.
  - Consistently engage in cold calling, email campaigns, site visits, and networking events.
  - Regularly attend regional and national trade shows to increase exposure of the FDI brand.

- **Sales**
  - Follow up on leads and information requests generated by existing clients, website inquiries, and organic marketing methods.
  - Investigate and validate all new leads according to the FDI goals and capabilities.
  - Develop and maintain long term relationships with clients that meet FDI's preferred client criteria.
  - Maintain accurate records in HubSpot regarding sales leads and activities.
  - Be metrics driven on sales activities, margins, and revenue goals.
  - Support the applications team during, pricing, proposal development and closing.

- **Strategy**
  - Work with the strategic planning team to develop strategies to grow and improve the integrator business.
  - Participate in weekly sales meetings to update the team on new and ongoing developments.
  - Assist in directing our marketing per FDI strategies.
  - Help develop, maintain, and accomplish the goals of the FDI sales/marketing plan.

Background

- **Experience** – 10 years in the robotic integration business with at least 5 years in a sales role.

59 Industry Ct
Troy, OH 45373
forcedesign.biz

- **Education** – Degree preferred but not required.

Cultural Competencies

- **Vision** – Believes in, promotes, and exhibits the FDI Guiding Principles.
- **Continuous Improvement** – Actively looks for ways to improve personal expertise, quality and efficiency by asking questions, seeking out new tools, tweaking processes, and pursuing knowledge. Willing to share knowledge, ideas, and suggestions for improvements with colleagues.
- **Character** – Builds client and co-worker relationships by treating all with dignity, honor, and integrity. Believes that relationships with our clients should be mutually beneficial and manages accordingly. Honestly and accurately portrays timelines, project statuses, etc. to clients.
- **Efficiency** –Wisely manages resources, analyzes and improves workflow, and develops client cooperation.

Job Competencies

- **Disposition** – Discerning, confident, decisive, diplomatic, and able to relate to a wide variety of personality types with minimal conflict. Competent and resourceful at finding peaceful, productive resolutions in areas of potential conflict between clients, designers, timelines, quality, efficiency and profitability.
- **Organization** –Accurately processes and tracks large quantities of information from a variety of sources. Accurately transfers this information to the responsible parties and confirms action has been taken appropriately.
- **Motivation –** Self-motivated and finds great satisfaction in a job well done.
- **Computer/Software Skills** – HubSpot, Proficient in all commonly used software and hardware (Word, Excel, Outlook, etc.). Communicates clearly and professionally by email.