



Business Development Manager

StrategicSource, Inc. is a leading provider of spend management services in several vertical markets. We help our clients with very valuable services in this pandemic challenged economy, including cost reductions for supplies and services and improved profitability.

Our business is growing given the economic circumstances and the demand for our services is strong. We are seeking a "hunter" who can open doors into new vertical markets with a range of new products and services.

We are searching for candidates who have proven abilities to open new markets and meet or exceed sales targets and quotas.

Responsibilities include:

- Ability to set appointments, conduct needs assessments and sales presentations and create proposals.
- Prospect new customers through email, phones calling, LinkedIn, and networking.
- Identify the correct decision makers within a given business
- Present the value proposition and then qualify interested prospects
- Document all pertinent customer information and conversations into HubSpot CRM platform

Experience Required

- BA/BS in Business or related
- 5+ years of experience sales - new business development experience
- Proven ability to reach the "C" suite
- Solution sales experience in a B2B environment
- Track record of meeting, exceeding sales objectives, and quotas
- Well-developed written and verbal communication skills
- Executive presence

Compensation and Benefits

- Competitive base
- Competitive sales commissions
- Paid time off and holidays
- Health, dental and vision benefits
- 401K program with match and profit sharing
- Life insurance and Disability

StrategicSource is a growing, fun, employee-focused company with 35 – 40 employees. We will provide you with State-of-Art Marketing Automation and Marketing Qualified Leads to ensure your success.