

Ohio Associated Enterprises LLC

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Business Development Manager - Remote
Fully Remote



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Description

Meritec/Joy Signal/Custom Interconnect (a Qnnect company) is seeking talented team players who are committed to pushing the boundaries of interconnect technology performance and innovation. Join us and connect your career to the future.

The Business Development Manager (BDM) is primarily responsible for developing new opportunities within the designated region by engaging with both new and existing customers and applications.

This position is 100% remote.

Essential Functions

1. Prepare detailed Business Development Plans that identify the key objectives: a timeline with significant milestones, capital/investment requirements and expected ROI, etc.
2. Coordinate the involvement of Meritec personnel (including support, service, sales, product management and general management resources) to meet objectives, as necessary.
3. Develop strong relationships with key customers and internal stakeholders.
4. Meet assigned targets for profitable sales volume aligned with strategic objectives.
5. Identify potential customers that align with the assigned objective and work with the Product Manager or Inside Sales team to develop these key accounts.
6. Continually research to maintain a current knowledge of the assigned industry, region, product lines, etc. If applicable, attend conferences or industry events related to the assignment.
7. Become the product/region/industry champion within the organization and drives sales activity aligned with the assigned objective. If necessary, leads training and re-training efforts for the rest of the sales team for topics related to the assigned objective.
8. Lead solution development efforts that are required to accomplish goals and objectives and the involvement of all necessary company personnel to accomplish the prescribed solution(s).
9. Consistently uses Salesforce.com CRM platform to document activities with contacts and opportunities.
10. Achieves strategic objectives defined by company management.
11. Maintains high customer satisfaction ratings that meet company standards.
12. Completes required training and development objectives within the assigned time frame.
13. Support Meritec's Core Values; Service, Dream Big, Have Fun, GSD
14. This list is not to be considered comprehensive and Meritec Management retains the right to modify the contents of this document at any time. Other duties may be assigned by Meritec Management.

Minimum Requirements

- Bachelor's degree plus minimum of five (5) years in a similar position or related field **OR** minimum of eight (8) years in a similar position or related field.
- Working knowledge of Microsoft Office Suite
- Previous experience working with CRM software
- Strong communication skills, both verbal and written. Proven ability to present, assert and effectively communicate to diverse audiences.
- Proven ability to build and maintain new and existing relationships, influence others, and collaborate cross-departmentally.
- Proven ability to successfully negotiate and persuade others in a tactful, diplomatic and professional manner.
- Proven ability to set goals, plan and manage projects through execution, mitigate risks, and calculate cost and time expenses.
- Strong research and strategic analysis skills.
- Professional demeanor.
- Strong understanding of market and ability to stay current with market changes.
- Proven ability to learn, understand and share product knowledge.
- High level of organization skills.

Physical Requirements

While performing the duties of this job, the employee is regularly required to sit; use hands to finger, handle, or feel; reach with hands and arms and talk or hear. The employee is occasionally required to stand; walk and stoop, kneel, crouch, or crawl.

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