



Open Position Business Development/Sales Manager

Location: Lisle, IL 60532; Albia, IA 52531; Remote
Employee Type: Full-Time Employee
Manages Others: No
Job Type: Sales
Education: Bachelor's Degree
Experience: At least 7 years
Travel: 75%
Relocation Covered: Possible

DESCRIPTION

RELCO is a very entrepreneurial company looking for a highly motivated Business Development/Sales Manager to join our team. The Manager must diligently follow-up and follow-through as (s)he collaborates with internal resources to evolve a solution that delights the customer within RELCO's core competencies. Customers may not always know their needs or may not want to invest the time needed to crystalize their requirements. Projects can be large, complicated, and frequently require significant problem solving with keen attention to detail. The Manager will be given broad latitude to effectuate solutions and should be comfortable with developing "blue sky" recommendations internally and externally.

REMUNERATION

Base \$80,000 - \$125,000 per year (dependent on experience, book of business, and contacts)
Commission program participation mandatory
Eligible to receive health, dental, vision, disability and life insurance along with paid leave

RESPONSIBILITIES

- Establish and nurture effective relationships with customer and internal stakeholders.
- Conduct business in an intelligent and thoughtful manner to understand the customer's needs. This includes research into available facts, constraints, competition, strategic priorities, and probable consequences.
- Collaborate with internal groups (Engineering, Project Management, Operations, etc.) to develop and document a solution that users our manufacturing capabilities to delight the customer.
- Earn confidence as a trusted, reliable and perceptive business partner for the customer and colleague for internal stakeholders.
- Write thorough and compelling proposals with keen attention to detail and an eye to creative presentation.
- Serve as liaison between the external customer and internal stakeholders to constantly advocate for the customer while facilitating project profitability. This is predicated on excellent follow-up/follow-through skills.
- Communicate with customers to facilitate a 'no-surprises' approach.
- Champion improvement of team performance; motivate and support team efforts to achieve goals while upholding company values and staying within policy and procedures.
- Innovate new product/service solutions to capitalize on new opportunities, challenges and strategies.
- Prepare periodic sales report showing, prospects, pipeline and in-production total for both actual and projected.

REQUIREMENTS

To be qualified the candidate must be a high-energy person that likes to work in an empowered environment and has a well-tuned solution oriented approach to problem solving. Candidate will receive minimal oversight, but should enjoy collaborating with fellow employees and have superb communication skills while still being very detailed oriented.



Open Position **Business Development/Sales Manager**

- Bachelor's Degree in Business or a related field, or an equivalent amount of education and experience.
- 7-10 years progressive sales experience selling heavy (particularly railroad) equipment
- Established history of closing complex, high dollar deals.
- Demonstrable portfolio of high-level contacts.
- Proficient in Excel, Word, and PowerPoint applications.
- Ability to multi-task with keen attention to detail.
- Proven ability to meet critical deadlines.