



## **Business Development Manager**

Are you an expert at finding untapped business opportunities and cultivating new relationships with prospective clients? Are you passionate about problem solving AND understand the challenge of selling services such as product management and business analysis? Do you have a gift for selling professional services and possess a strong technical aptitude? We are looking for a Business Development Manager to boost sales and contribute to our long-term business growth. You will be trusted to dive in, develop a strategy, use initiative, and take the lead. An independent, self-starter who has an entrepreneurial spirit while being achievement-oriented will THRIVE in this role.

The ideal candidate for this position will have a proven track record of finding and developing new leads, collaborating on the development and implementation of marketing campaigns, and consistently meeting sales quotas. They will have stellar written and verbal communication skills and a high emotional IQ to cultivate strong relationships with customers – from the beginning of the sales cycle through closing the deal. If you enjoy working in a team environment, are self-motivated and results-driven, and want to do your best work - we'd like to meet you!

### **Essential Duties and Responsibilities:**

- Build a pipeline of qualified leads, and spearhead new business opportunities through the sales process- including working collaboratively with marketing, sales, technology, and executive teams
- Proactively conduct research into target organizations to uncover business needs and opportunities
- Demonstrate knowledge of go-to-market propositions and product offerings, business challenges, and customer opportunities
- Utilize a consultative approach to building meaningful relationships with prospects that opens access to key decision makers to uncover new opportunities and value-added relationships
- Take the lead role in developing new-business proposals that create and nurture opportunities and partnerships
- Drive new revenue and growth for the organization by identifying opportunities to cross-sell and up-sell opportunities for expansion
- Managing multiple qualified opportunities simultaneously through the sales process and closing sales
- Define, evangelize, and execute short-, medium-, and long-term strategies



- Responsible for creating, planning, and delivering engaging customer-facing content (decks, etc.)
- Maintain and share professional knowledge through education, networking events, and presentations
- Contact potential clients through cold calls and emails

**Requirements:**

- 5+ years of experience as a Business Development Manager for a professional services organization or systems integrator
- Experience with Salesforce, ideal candidate has HubSpot experience
- Outstanding listening skills: candidate must be able to listen to client challenges and unspoken objections, and develop insights into winning strategies
- A self-starter with high attention to detail and an ability to manage and execute many priorities simultaneously
- Exceptional verbal, written, and presentation skills- must be able to craft persuasive and polished written communications
- Must be authentic, disciplined, and comfortable presenting to executive-level audiences in technology

Salary: \$95k/year plus commissions, OTE: \$145k/year

Job Type: Full-time

Submit resumes to: [careers@argondigital.com](mailto:careers@argondigital.com)