Commercial Business Development Manager – North East Territory

At Solatube International, Inc., we pride ourselves on manufacturing the world's #1 Tubular Daylighting System. Our ability to accomplish this goal is based primarily on the people we hire. We look for adaptable, self-motivated, passionate, creative team players. If this sounds like you, why not bring your talents and skills to Solatube International? Visit our website at www.solatube.com.

We are searching for an experienced Business Development Manager to help motivate, educate and advise our Commercial Distributors to successfully drive growth and increase revenue through distribution. Activities will include conducting presentations, project sourcing, specification writing and building relationships with distributors, general contractors, design firms, and design build professionals. Responsibilities include:

- Developing sales and marketing plan for assigned territory
- Conducting sales calls on commercial architectural design firms, lighting design firms, general contractors, interior designers, and design/build professionals/distributors to develop and support specification sales activities
- Organizes commercial specification sales campaigns including prospecting for new specification accounts, servicing existing specification accounts, and identification and servicing of commercial distributors as appropriate
- Works with commercial distributors to calculate and quote prices, close transactions, process orders and manage projects
- Meets Specification quotas for territory
- Maintains records of Specification activities and sales to facilitate analysis of sales efforts
- Surveys market and prospects including comparative information on competitive products' performance and pricing
- Offers suggestions for improvements to existing products and ideas for new products
- Manages time for maximum productivity. Prepares efficient itineraries to maximize Company travel time and to contain costs

Required Qualifications:

- BA/BS- Business, Architecture, engineering or marketing.
- 6 years of experience in outside sales
- 5 years of experience in specification sales
- Ability to interpret technical drawings/documents
- Experience with SalesForce or any cloud based customer relationship management system
- Persuasive, energetic and magnetic
- Effective communication and organizational skills
- Knowledge and use of PowerPoint, Excel, Word and Outlook
- Overnight Travel 50% of the workweek

Benefits:

We offer growth potential for motivated professionals, great compensation, and full benefits including matching 401k, bonuses based on individual performance, dental insurance, medical insurance, pre-tax accounts for health care, paid sick time, and paid company holidays.

** Solatube International, Inc. is an Equal Opportunity Employer. Employment contingent upon successful completion of background investigation. Drug-free work environment.* ***Only candidates whose profiles closely match requirements will be contacted during this search.***