



Job Posting

Job Title:	Business Development Manager
Reports to:	V.P. of Business Development
Location:	Houston, Texas
Posted:	10/25/2011

Summary:

The Business Development Manager will be responsible for growing sales revenues in addition to developing and maintaining strong customer relationships within assigned region. Sales growth will be driven through new account acquisition and the selling of additional services to existing accounts.

Description Job Duties/Responsibilities include:

- Attains sales quota objectives
- Assists in lead generation and quantifying targets utilizing target criteria
- Conducts fact finding calls to identify customer white space opportunity and potential
- Develops sales presentations, proposals, and RFP responses
- Works collaboratively with Operations and Solutions Design Teams to develop sales solutions
- Assists with the development of sales strategy
- Maintains customer coverage through on-boarding and beyond to ensure customer satisfaction with SLG service offering
- Maintains electronic data and record-keeping systems

Skills and Experience

- Bachelor's degree (B.A./B.S.) from a four-year accredited college or university
- 5-7 years experience in sales management in the beverage industry (beer industry experience preferred)
- Track-record of meeting or exceeding sales quotas, with year-on-year growth in new business attained
- Solid understanding of Microsoft suite of software (MS Excel, MS Word, MS PowerPoint, MS Outlook, MS Explorer)
- Proven problem resolution skills
- Excellent communication and presentation skills, both oral and written
- Strong customer service /interpersonal skills

Interested Candidates Reply

Qualified applicants should send their resume to Careers@slg.com