



Business Development Manager

Satellite Logistics Group

Job Title: Business Development Manager

Company: Satellite Logistics Group

Location: Western USA Preferably

Who We Are:

SLG is a beer, wine and spirits industry partner that has served customers for over 30 years. We love helping producers and distributors of these great brands reduce costs and increase their brand awareness in North America and across the world!

As logistics, keg and technology experts we strive to drive processes that make doing work easier and offer the lowest possible costs to move draft and packaged beverages.

We have an entrepreneurial culture, which believes and behaves in doing everything we can do to improve the operations of our customers, getting things done, working collaboratively and always finding better ways to serve the industry.

The JOB:

BDM's are charged with winning new customers, developing relationships with existing accounts, being the face of the business at industry events and maintaining appropriate networks and knowledge about our customers and the industry.

Your mission is to ensure each of the services SLG offers are understood by our customers and are made available to those not yet part of our community. You are also accountable for delivering on our service commitments and ensuring our customers experience the fullness of our value.

**Profile for Success:**

- Must like selling and closing
- Be solution focused and detail oriented
- Learn quickly and be adaptable
- Prefer working remotely and enjoy travel
- Have a customer first mentality

Things we expect you to demonstrate:

- Communicate effectively
- Customer service and problem-solving skills
- Manage multiple tasks and assignments
- Create and cultivate relationships across all levels of a business
- Develop and deliver effective presentations
- Work independently and collaborate as a member on a team
- Be able to work quickly and resolve issues proficiently
- Good understanding of finance, transportation and logistics
- Effectively negotiate

How you will be measured:

- Customer retention
- New business
- Achievement of group business objectives
- Delivery of group revenue and profit goals

Certifications:

- Cicerone Certification preferred