

Business Development Sales Representative

September 14, 2017

Dialectic Inc. is looking for a Business Development Sales Representative to join our team to develop new accounts in the mechanical, electrical, plumbing arena.

We are looking for someone who has excellent business development skills. The right candidate will be professional, determined, motivated and not afraid to work hard. We want someone who enjoys winning new business.

Key Responsibilities:

- Promotes/sells/secures projects from existing and prospective clients through a relationship-based approach
- Establishes, develops and maintains business relationships with current clients and prospective clients to generate new business
- Increase profitability by achieving sales goals by providing solutions and market expertise
- Devote time at customer sites generating account growth with planned quality meetings as well as prospecting to develop new business
- Coordinate contacts between our team and proposed clients with face-to-face meetings
- Coordinate sales efforts with marketing, project management, accounting and technical service groups.
- Prepare presentations to communicate new developments to clients
- Manage new client implementation by serving as the client advocate and providing a seamless transition of customer responsibility to the Account Manager.
- Assist other sales and services resources by sharing experiences and knowledge with the rest of the team to create a collaborative culture
- Must be familiar with other disciplines related to business, such as finance, marketing, sales and planning

Desired Skills and Experience

- Working knowledge of Engineering, Procurement and Construction business
- Minimum five years business development experience
- Bachelor degree in engineering, science, business or related field
- Strong communication skills with the ability to build relationships with clients
- Highly motivated, resilient with a proven track record of achievements
- Comfortable working with a team and contributing to its overall success.
- Desire to be at the top

Travel

Yes, up to 50%