https://reliablestaffing.com/job/pain-management-physician-rscsa6088-2-2-2-2/

Business Development Executive RSCB6092

Description

Reliable Staffing is seeking to hire a dynamic and results-driven Business Development Manager for our client in Buda, TX. In this role, you will be responsible for identifying new business opportunities, developing strategic partnerships, and driving growth initiatives. The ideal candidate will possess strong sales acumen, exceptional negotiation skills, and a proven track record in business development. You will work closely with cross-functional teams to enhance our market presence and achieve our organizational goals.

Duties

- Identify and pursue new business opportunities through market research and networking.
- Develop and implement strategic plans to drive sales growth and expand market reach.
- Build and maintain strong relationships with clients, partners, and stakeholders.
- Utilize Salesforce and other customer relationship management software to track leads, manage accounts, and report on sales activities.
- Negotiate contracts and agreements to secure profitable partnerships.
- Collaborate with marketing teams to create effective promotional strategies that align with business objectives.
- Monitor industry trends and competitor activities to inform strategic planning.
- Manage projects from inception through execution, ensuring alignment with company goals.

Benefits:

- Employee discount
- Flexible schedule
- Health insurance
- Paid time off

Schedule:

- 10 hour shift
- 8 hour shift

Supplemental Pay:

- Bonus opportunities

Industry

Sales

Qualifications

Requirements:

- Proven experience in sales or business development, preferably in a managerial role.
- Strong strategic planning skills with the ability to analyze market trends effectively.
- Proficiency in Salesforce or similar customer relationship management software.
- Excellent negotiation skills with a focus on achieving win-win outcomes.
- Strong project management capabilities with the ability to manage multiple initiatives simultaneously.
- Exceptional communication skills, both written and verbal, with the ability to engage stakeholders at all levels.
- A proactive approach to problem-solving and decision-making in a fast-paced environment.
- If you are passionate about driving business success and have the skills necessary for this role, we encourage you to apply. Join us in shaping the future of our organization!

- Commission pay

Apply Now
REGISTER AND SUBMIT

Job Location
4005 Banister Lane, Building C, Suite 120C, 78704, Austin,, TX, USA

Valid through
18.09.2029

Base Salary
$ 81,623.00 - $ 95,000.00

Employment Type
Full-time

Hiring organization
Reliable Staffing Corporation

Contacts
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