

Job Title: Business Development Manager
Reports To: Sales Manager
Effective Date: Immediately
Location: Continental United States

About Us

ICC Compliance Center was founded in 1987 with one principal in mind – to help our clients comply with hazardous materials/dangerous goods regulations, whether they are handling, shipping or transporting hazardous materials/dangerous goods by air, ground or sea. Over the years, we have become a leader in providing supplies and services to hazardous materials/dangerous goods shippers throughout North America and around the world.

ICC Compliance Center is a leader in compliance training and consulting for hazardous materials/dangerous goods. We have complete hazardous materials/dangerous goods hazard communication programs that will help industry comply with regulations. When using our products and services our clients are employing the expertise of chemists, engineers and training specialists who monitor regulatory changes and can help clarify compliance needs.

Job Summary

The BDM is responsible for securing, maintaining and growing long-term, profitable business from prospective and existing clients. The BDM is expected to meet or exceed sales targets, ensure superb customer service and satisfaction, and generate sales growth through prospecting new account development. To achieve this, the BDM is expected to apply sound and proven sales and marketing strategies.

The position is home based role and in person client visits are not required.

Duties and Responsibilities

- Proactively contact current, past and potential clients with the aim of maximizing sales potential;
- Combine a hunter and farmer mentality to proactively identify “low-hanging fruit”;
- Provide quotations, and follow up on requests for orders and quotations;
- Maintain client price files, implement price increases as needed
- Develop positive relationships with new and existing clients through professional, enthusiastic and friendly interaction;
- Communicate with clients on a regular basis and ensure all existing contracts are renewed on time;
- Develop a new client base through active prospecting and cold calling;
- Report all findings in CRM software including potential sales, complaints and problems, new product ideas, competitive information, areas for growth and expansion;
- Record all outgoing activity in CRM to form the basis of your opportunity tracking, lead development and subsequent sales;
- Make use of all tools provided to maximize sales potential;
- Collect contact names and information regarding other locations to be passed on to other members of the sales team;
- Actively participate in company sales promotions, attend local trade shows and conferences;
- Assist with other departments or projects as required;
- Provide and complete weekly reports to the Sales Manager by the end of the day each Friday;
- Develop and maintain a good understanding of company products and services;
- Suggest new and better ways to improve systems, procedures, and customer relations.

Qualifications

- Strong desire to find and develop new business;
- Strong sales skills with ability to effectively present proposals and deliver presentations;
- Excellent relationship development skills;
- Resourceful and self-motivated to reach and exceed monthly sales quota;
- Excellent written and oral English communication skills;
- Ability to add value by recognizing, understanding and working in the best interest of clients;
- Attention to detail, follow-through and ability to multitask;
- Excellent organizational and project management skills;
- Ability to solve practical problems, applying analytical reasoning;
- Knowledge of IATA, 49CFR, WHMIS, IMO and TDG regulations an asset;
- Proficient in Microsoft Windows, Microsoft Office, ACCPAC and CRM;
- Ability to work effectively when unsupervised as well as in a team environment;
- Ability to project a professional image at all times;
- University/College graduate in business administration an asset.
- Minimum 5 years experience in a related industry (Packaging, Printing, Training, Chemical or Oil & Gas, Dangerous Goods)

Territory

- Various US states

Travel

- Travel will be infrequent if at all

Please submit resume and cover letter complete with salary expectation to Kendra.hatheway@thecompliancecenter.com