

Job Title: Business Development Manager

Reports To: Sales Manager

Hiring Date: Immediately

Location: Houston, TX

About Us

ICC The Compliance Center is a leading provider of regulatory compliance solutions, offering products and services for transportation, labeling, packaging, and workplace safety. We seek a dynamic and results-driven Business Development Manager to join our Houston, Texas team. This role will drive sales, acquire new clients, and expand our market presence in the United States.

Job Summary

Our Business Development team members are instrumental in educating current and prospective customers on how our vast array of solutions provide compliance with complex dangerous goods and hazard communication regulations in North America. Working closely with customers to solve their compliance issues, Business Development Managers represent ICC as industry experts in a professional and consultative manner. Attention to detail, accuracy, and prompt response times to both internal and external customers is essential.

ICC is a team that strongly believes in the knowledge and products we provide to our customers. Strategic new thinking and great ideas are imperative to our growth and as such, we actively pursue opportunities that exceed our customer's expectations with custom cost-effective solutions.

Join our diverse, supportive, entrepreneurial team as we continue to grow and inspire improvements in our industry.

Key Responsibilities

The responsibilities of this role include but are not limited to:

- Manage and grow an established portfolio of accounts, strengthening long-term relationships.
- Identify and pursue new business opportunities by arranging meetings with current and prospective clients.
- Conduct market research to understand industry trends and client needs, positioning ICC's solutions effectively.
- Develop expertise in ICC's full product and service portfolio to provide informed recommendations.
- Promote ICC's offerings by aligning products and services with client objectives.
- Maintain an active sales pipeline by accurately recording opportunities, interactions, and progress in CRM.
- Prepare and manage quotations, proposals, and sales contracts, ensuring timely follow-ups.
- Oversee and update client agreements, ensuring alignment with evolving needs.

- Collaborate with internal teams to provide feedback that drives product innovation and service improvements.
- Representing ICC at industry events by attending conferences, networking with key stakeholders, and staying informed on industry developments.
- Provide support in Shipping & Receiving as needed, covering for team members during sick leave or vacation to ensure smooth operations.

Qualifications and Skills

- Minimum of 5 years of experience in business development, sales, or a related role.
- Bachelor's degree (BA/BS) or equivalent experience in a relevant field.
- Industry knowledge and an understanding of regulatory requirements and business trends are preferred.
- Proactive and innovative problem-solver with a self-starting mindset.
- Customer-focused communicator with strong networking and negotiation abilities.
- Excellent written, verbal, and presentation skills, with the ability to engage and persuade diverse audiences.
- Strategic thinker with strong project management, time management, and critical thinking skills.
- Proficiency in MS Office and CRM software, with the ability to track and manage client interactions effectively.
- Valid driver's license and a clean driving record, with the ability to travel as needed.

Travel

- 30% of the time, overnight travel is required.

ICC Compliance Center is an equal opportunity employer. We are committed to an inclusive, barrier-free recruitment and selection process and work environment. If you are contacted for a job opportunity, please advise of any required accommodation. Any information received relating to accommodation will be treated as confidential.