Business Development Director – Industrial Process & Packaging Systems.

Description

We are seeking a Director of Business Development with a background in Industrial Process or Packaging Systems Capital Projects. As the Director of Business Development, you will be responsible for leading the sales strategy to all potential clients with an emphasis on the Industrial Manufacturing Sector. An ideal candidate will have a successful track record of developing leads, proposal development, and winning contracts with Food & Beverage, Consumer Products, Pharmaceutical, or Paper Manufacturers.

**Job Description**

The Business Development Manager for Process/Packaging Systems Engineering is responsible for leading the sales strategy to all potential clients with an emphasis on the Industrial Manufacturing sector. The ideal candidate will:

* Identify, develop, track opportunities for Industrial Manufacturing Clients.
* Identify joint ventures and teaming agreements
* Build, develop, and manage trusted relationships with key agency decision-makers and executives.
* Position the company to pursue and win opportunities as they go to market
* Create and deliver effective client presentations and proposals that address the specific needs of a client
* Develop and execute business development plans and coordinate BD efforts to achieve sales and revenue targets
* Develop marketing strategy and assist with planning and executing sales initiatives; actively participate in marketing events for lead generation
* Collaborate with the Executive Leadership Team in executing the company’s sales process to achieve growth objectives.
* Participate in the development of business plans and strategies for the group.

**Qualifications**

The minimum qualifications listed below are representative of the knowledge, skill, and ability necessary for an individual to perform each essential function satisfactorily. Reasonable amounts of training are provided.

* Successful track record of developing leads, proposal development, and winning contracts within the Industrial Manufacturing Sector.
* A clear record of quota achievement and metrics-driven approach to prospecting and managing pipeline through to a successful close
* Proficiency in tracking potential opportunities and forecasting accurately on a monthly/quarterly/annual basis
* Excellent proposal writing and verbal skills with an attention to organization, detail, and quality presentation
* Organizational skills and discipline in using sales productivity tools
* Strong desire to work with a company to expand an already robust Industrial Process/Packaging Systems Engineering group.

**Education/Experience**

* Education/background/experience in construction, architecture, engineering, business development
* Minimum of ten years of experience
* A degree is required and licensure in architecture or engineering preferred