

MBI SEATTLE



Business Development

Job Type Full Time

Location Seattle, WA

Objective

Find, develop and generate leads for potential new clients. This position is responsible for sales volume, new business goals and exposure of MBI for more sales opportunities.

Description

Enhance MBI's position in the Seattle Market by networking extensively for leads that can develop into proposals, presentations and ultimately sales. Search for opportunities with real estate brokers, A&D, industry organizations, owner's reps and individual network. Be appraised of current and future industry projects. Cold call potential prospects, host/attend open houses and industry events, develop lead groups and focus on driving opportunities to MBI. Qualify leads on behalf of MBI for attainable prospects. Follow up on leads generated by management and others within MBI team.

Lead client presentations through written/graphic/electronic/verbal means to best position MBI as a provider of products and services to best meet the client's needs. Coordinate with MBI support departments on how to position services tailored to client's requirements.

Responsibilities

- Leads aspects of developing new clients
- Develop and maintain a new business growth strategy
- Research to identify new, prospects and new markets
- Arrange & manage team presentations with prospective clients
- Promote products/services addressing or predicting clients' objectives
- Build long-term relationships with new customers for future sales
- Markets company products and services
- Assist other sales when called upon by Sales Manager

Qualifications and Skills

- At least 2-4 years of sales experience - industry preferred but not required
- Excellent communication & interpersonal skills
- Self-motivated
- Detail-oriented
- Ability to work well independently and with colleagues
- Possesses and comprehends a complex sales process

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