

Dental Health Products, Inc.

Job Description

Job Title: Business Development Manager Inside Sales
Department: Inside Sales
Reports To: Sales Manager Inside Sales Team
FLSA Status: Exempt – Full Time
Prepared By: Human Resources, 2019

Summary

The Business Development Manager (BDM) is responsible for developing and following up on new customer leads while maintaining/building/closing sales. The BDM will develop a sales pipeline from an existing territory list and nurture customer relationships with the intent of increasing product distribution and maintaining a positive gross profit.

Essential Duties and Responsibilities

- Grow a portfolio of business within a designated territory utilizing your own combination of wit, charm, tenacity, dedication, salesmanship, and grace under pressure
- Work independently and in collaboration with your peers and Sales Management to build your sales
- Develop new leads and expand product opportunities with prospect accounts by cold calling independent dental offices nationwide
- Maintain 80 outbound calls per day
- Develop new business relationships by outlining the value of DHPI
- Understand the market and competitive intelligence
- Maintain a certain amount of flexibility and deal with consistent changes within the market
- Operate in a fast-paced environment while multi-taking, staying organized, and prioritizing responsibilities
- Update pipeline reports and keep a consistent sales funnel of potential customers
- Display readiness to close the sale, whenever and wherever the opportunity exists

Qualifications

- High School degree is required. College degree is preferred.

- 1+ years of experience in business development, product marketing, and/or sales experience with a proven track-record in developing new product/business opportunities
- High level of proficiency in Microsoft Office
- Excellent cross-functional team collaboration and interpersonal skills
- Ability to multitask, prioritize, and be effective in high-pressure environments
- Ability to clearly articulate information via written and oral communication
- Ability to be self-motivated and self-directed
- Demonstrated ability to build and maintain strong business relationships with key decision makers
- Demonstrated motivation for business development with the ability to identify customer needs and grow revenue

Dental Health Products, Inc is an equal opportunity employer and all qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, disability, protected veteran status or any other characteristic protected by law.

I have read and understand the above Job Description.

Employee Signature: _____ **Date:** _____

Supervisor Signature: _____ **Date:** _____

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