

## Rental Business Development Manager (West)

An innovative, expanding, international company with their North American Corporate Headquarters rooted in the Annapolis / Kent Island area of Maryland is looking for a talented, experienced, sales-driven professional for their **Rental Business Development Manager** position. As a customer centric, family-oriented organization, we focus on career-minded individuals searching for a once in a lifetime opportunity to join our winning team! This person will report directly to the Industrial Business Development Manager.

### Responsibilities:

- Manage strategic relationships that support company expansion
- Develop territory and lead generation. Works in conjunction with Regional Sales Manager, National Sales Manager and Industrial Business Development Manager
- Build and promote strong, long-lasting customer relationships by partnering with customers and understanding their requirements
- Assist Technical Proposal Manager with the overseeing of projects/opportunities.
- Identify emerging markets and market shifts while being fully aware of new products and competition status
- Communicate with customers to determine their needs and suggests rental solutions to fulfill their requirements
- Create and deliver technical and pricing proposals as requested by Technical Proposal Manager.
- Follow up with customers to update the status of active opportunities and rental availability
- Initiate community engagement where applicable
- Build upon industry and product line knowledge by studying product data and descriptions and participating in educational opportunities (tradeshows, company trainings, workshops, and seminars)
- Collaborate with customers to manage changes to active rental orders.
- Assist in market driven product development based on industry(s) understanding and needs
- Deliver Key Performance Indicators (KPIs) to drive individual and team results.
- Maintain and update Salesforce records
- Travel required
- Other duties as assigned

### Required Skills/Experience:

- 5+ years of experience in Sales or Business Development Manager role
- Knowledge of technical equipment is a plus
- Detail-oriented with proficient computer skills in Microsoft Office Suite
- Experience with Salesforce CRM is a benefit
- Able to work independently as well as part of a team
- Initiative-taking: able to anticipate issues and provide solutions

- Maintain an elevated level of responsibility, autonomy, and accountability
- Multi-task and prioritization are necessary
- Highly effective communication and organizational skills
- A drive to learn new products and methods as well as draw on past experiences to help improve the company's products and methods

**Benefits & Compensation:**

- Salary commensurate with experience
- Company subsidized Medical, Dental, and Vision benefits effective the first of the month following 30 days of employment, 401K with 3% Safe Harbor Contribution, Commission, 13 paid vacations days, 5 paid sick days and 12 paid holidays
- Growth opportunities are available