



## Business Development Manager

### Core Requirements

Exemplify the cultural commitments of Point Eight Power. Help Point Eight Power WIN!!!

### Responsibilities

The **key responsibilities** of this position include:

- Effectively manage and develop new accounts and industries through strategic opportunities with face-to-face relationships with "C" level executives.
- Broaden and deepen Point Eight Power's penetration in high potential existing accounts by working with the director of sales and account managers.
- Gather and share significant industry data and collaborate with Leadership Team and Sales Team in order to pave future directions for Point Eight Power.
- Understand and professionally represent the Point Eight Power brand, mission, vision, and values.

### Requirements and Qualifications

Candidates for Business Development Manager should excel at the following **attributes**:

- Customer Focus
- Results Orientation
- Conceptual Thinking
- Self Starting
- Influencing Others
- Resiliency
- Flexibility

Candidates for Business Development Manager should possess the following **experience/education**:

- At least 10 years of sales experience
- 4-5 years of business development experience
- At least 5 years of experience in industrial, energy, or other related field
- Knowledge of Microsoft Office applications and Client-Relationship Management software
- Bachelors Degree required
- Masters Degree in Communications, Business or related field preferred

Other requirements:

- Extensive travel may be required