

Business Development Supervisor

SUMMARY:

Plans, organizes and directs the organization's business development activities and strategies that promote organization growth through enrolling customers, establishing "Key Representatives" in existing customer groups, and building sound interpersonal relationships with all customer groupings.

Job Functions include: (Note: this is a representative list only - complete list provided with purchase)

- Plans and directs the communication of information designed to keep customer groups informed of organization products and services.
- Arranges with management to sponsor events within customer base that introduces the organization to potential customers, informs them of the special nature of the organization -- its goals, mission and culture -- and creates opportunities for customer sign-up events within the customer base premises.
- Arranges for and conducts public contact initiatives designed to identify new potential customers. Then follows up with direct contact and sales presentation.
- Researches data on potential customers, creates ideas, writes proposals, contacts appropriate management, and represents organization directly to potential customers' management.

(also details Supervisory Responsibilities, Qualifications, Education and/or Experience, Language Skills, and work environment)