



JOB DESCRIPTION			
Position	BUSINESS DEVELOPMENT MANAGER	Category	
Area	SALES	Team	
Ubicación/sede	RESA SERVICES AMERICA (FLORIDA)	Movility	Yes
Wage level			
People in charge	0-5		
Internal/ external relationship: Presidency, Management , Technical direction, Distributors, Clients and Delegations			
General skills		Specific Skills	
<ul style="list-style-type: none"> • Planning, organization y methodology • Negotiation • Digital and traditional Marketing resources 		<ul style="list-style-type: none"> • Analysis of the competition. • Search for new clients and markets. • Suggestion of sales and services. 	
JOB DESCRIPTION			
<p>ROLE – Mission</p> <ul style="list-style-type: none"> ➤ The Business Development Manager is responsible for driving the growth of the business through the development and execution of strategic plans to attract new clients and maintain relationships with existing ones. <p>ROL – Responsibilities</p> <ul style="list-style-type: none"> ➤ Captain and sales development of self- manufactured products. ➤ Develop and implement growth strategies and plans. ➤ Identify and map business strengths and customer needs. ➤ Research business opportunities and viable income streams. ➤ Draft and review contracts. ➤ Negotiate with stakeholders. ➤ Foster and develop relationships with customers, suppliers, and other partners. ➤ Manage and retain relationships with existing clients. ➤ Increase client base. ➤ Establish a sales plan ➤ Responsible for operations with new clients for the exports of goods or service projects where the company does not have a permanent establishment. ➤ Support to the sales team of own companies and participate to reach sales objects. ➤ Coordinate and supervise the economic and technique offers. Negotiate and monitoring the contractual and financial aspects with the client until the ending of the contract. ➤ Negotiate and monitoring the supply logistics if applicable. ➤ Search and select new distributors or potential partners. Coordination for the development of business plans. ➤ Carrying out commercial activities and monitoring according to the previously approved budget of your department. This encompasses the participation in fairs, conventions, networking, homologation processes and tenders. ➤ Coordinate and supervise the external communication with both digital and conventional resources. ➤ Represent the company to others, customers and third parties. ➤ Investigation of the competition and the products demand 			



RSA * SERVICES * AMERICA

ROLE – Main tasks

- Realization of market research to evaluate the possible sales and the necessities of the client.
- Search new sales opportunities
- Prepare and offer presentations about services and products
- Study potential markets.
- Make personal sales visits.
- Organize sales promotions.
- Contact agent and distributors.
- Negotiate sales contracts.

SKILLS

- High-level communication skills.
- Stakeholder management skills.
- Proven ability to negotiate.
- Experience with design and implementation of business development strategy.
- The ability to self-motivate and motivate a team.
- Experience working to and exceeding targets.