



**Ready
2Hire®**

BUSINESS DEVELOPER

JOB DESCRIPTION

We're seeking a passionate and detail-oriented Business Developer to drive growth in the thriving Tri-County area (Palm Beach, Broward, and Miami-Dade). If you're a self-motivated, tech-savvy professional with exceptional planning and communication skills, you're the missing piece we're looking for. In this role, you won't just be selling services – you'll be a consultant, showcasing the unparalleled value of services. With your expertise, you'll shape our success, conducting impactful sales presentations and building lasting client relationships. Elevate your career and be part of our dynamic team. Your journey towards success starts here!

- Visit clients and potential clients to evaluate needs or promote products and services.
- Acts as a consultant, understanding the environment, able to walk the facilities to take measurements, and help determine pricing schedules for quotes, promotions, and negotiations.
- You are responsible for all aspects of closing new business, being the main goal to close most sales on the proposal delivery.
- Deliver sales presentations to a range of prospective clients in targeted industries.
- Review, follow up, and work pipeline of leads in CRM system.
- Identify some potential customers through cold calling and develop action plans to close them.
- Answer client questions about credit terms, products, pricing, and availability.
- Coordinate sales efforts with marketing programs.
- Deliver high-quality weekly and monthly reports.
- Develop a strategic yearly sales plan.



READY TO APPLY:

Get in touch with us at
info@ready2hirenow.com