



Licking/Knox
Goodwill

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Position: Business Development Manager **JOB #:** ADMIN-53
POSTING DATE: 02/25/2020 **APPLICATIONS ACCEPTED THROUGH:** 03/24/2020

Licking/Knox Goodwill Industries Inc., is recognized as a leading innovator in developing business ventures for people with disabilities and other barriers. Our service offerings include; Career Services, Janitorial, and Unarmed Security Services. Our goal is to build unequalled partnerships with our customers through knowledge, collaboration, and dedication. We aim to deliver top of the line performance.

The Business Development Manager is a hunter that is consistently focused on identifying, qualifying and closing meaningful new business. The Business Development Manager combines his/her experience and personality to work with prospective clients in educating them about our service. The Business Development Manager is involved in identifying new opportunities, collecting and analyzing data, presenting proposals and closing business among other responsibilities. This is a highly visible role within the organization with the potential to have a significant positive impact to the business.

Description:

The Business Development Manager will manage and develop existing accounts while seeking new business for Licking/Knox Goodwill Industries, Inc. The Business Development Manager reports to the Vice President of Contracts. Duties include, but are not limited to the following:

- Maintain relationships with current customers while prospecting new customers, pursuing leads, and negotiating to close
- Understand target markets to attract new customers, including: industry, business segments, company contacts, and market strategies
- Address and remediate customer care matters, with a sense of urgency
- Meet or exceed business development metrics and report results
- Participate in marketing events such as trade shows and seminars
- Manage contract and bid projects through our RFP process
- Works on-site at customer locations with operations team as needed
- Maintain client and prospective client information
- Compose and close contracts with clients.
- All other duties as assigned

Skills and Abilities:

- Education/Experience
 - Bachelor's degree in Business, Communications, Marketing, Human Services, or other business related field plus 3+ years experience
 - or, Associate's degree and 5+ years sales experience with existing industry
 - customer contacts a plus
- Outstanding customer care
- Strong knowledge of planning, prospecting, selling, and closing skills, business analytics, project management
- Excellent organizational skills, with emphasis on priorities and achieving objectives
- Excellent written and oral communication skills
- Must be self-motivated and have the ability to work independently in a fast-paced, multi-tasking environment
- Strong computer skills including Microsoft Office
- Strong work ethic supported by the highest standard of integrity
- Experience in managing strategic accounts
- Possession of a valid Ohio Driver's license and ability to meet driving standards
- Successfully pass internal background check
- Obtain and maintain security clearance sufficient to access contract sites

Employment Type: Full-Time – Exempt **Travel:** 40%, Overnight Minimal **Salary:** Generous Base, Plus Commission

Benefits: Company Vehicle, 26% Discount at Goodwill Retail Stores, 26% Discount at The Grove Camp Ground, 26% Discount Off Banquet Rentals at The Grove, 10% Discount at Goodwill Used Cars, Special New Furniture Pricing, Paid Training, Employee Appreciation Day, Recognition Programs, Scholarships, Family Day Camps, Vision and Dental Insurance for Purchase, Life Insurance, Advancement Opportunities, Medical Insurance for Purchase, Paid Time Off / Vacation, Paid Holidays, Retention Bonus

APPLY ONLINE! Complete application for this position on our website at www.goodwillnewark.com. *Please be prepared to upload, paste or type your resume when prompted.* Applications may also be submitted by mail, fax or in person at the Administrative Building during regular office hours.

Licking/Knox Goodwill Industries, Inc. participates in state and federal training and employment programs. All applicants must meet program eligibility standards as required by law.

Licking/Knox Goodwill Industries, Inc. is an Equal Employment Opportunity and Affirmative Action employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, age, ancestry, national origin, veteran status, mental or physical disability, sexual orientation, gender identity or any other status protected by federal, state, or local law. EOE/AA/M/F/Vet/Disability

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