



Business Development Specialist

Albuquerque, New Mexico

Description

The responsibility of the Business Development Specialist is to plan and carry out all sales activities for new and existing accounts in the designated market area. This position is responsible for ensuring customer satisfaction and managing the quality of the company's service delivery. Responsible for growing the client base and penetrating the market share within the assigned territory.

Skills/Qualifications

Successful Career History: Three to Five years of experience in business to business sales. Experience working in operations within the logistics transportation industry preferred.

- Communicates effectively one to one, in small groups and in public speaking contexts.
- Writes clear, precise, and well-organizes e-mails and proposals while using appropriate vocabulary, grammar, and word usage.
- Fact finding abilities in order to discover and gain a clear understanding of the client's needs.
- Maintains Stable performance and poise under heavy pressure.
- Strong abilities to create and present services to new and potential customers.
- Must be a creative thinker and excellent team player.
- Must be a good initiator and possess good negotiation skills.
- Willingness to travel as required.
- Proven ability to achieve sales quotas.
- Understanding of customer and market dynamics and requirements. Knowledge of relevant computer applications including Microsoft Windows, Outlook and Office.
- Knowledge of principles and practices of selling
- Knowledge of customer service principles and basic business principles
- Proven experience in preparing and delivering presentations
- Proven ability to achieve sales targets

Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

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