

### **National Business Development Manager**

The National Business Development Manager is responsible for driving strategic sales growth through the acquisition, development, and retention of national accounts. This role focuses on key vertical markets and requires a combination of strategic planning, customer relationship management, and sales execution. The position is also responsible for supporting operational alignment and contributing to the company's revenue objectives.

#### **Job Responsibilities**

- Prospect, qualify, and close national accounts within key strategic industries.
- Develop and execute comprehensive go-to-market strategies based on market analysis and financial metrics.
- Maintain accountability for individual KPIs and performance targets; proactively utilize resources to meet or exceed goals.
- Support national contract negotiations in alignment with operational and financial objectives.
- Ensure accurate estimating and processing procedures are followed for all bids and projects.
- Provide regular sales data, including weekly visit logs, CRM updates, and performance review reports.
- Build and maintain strong relationships with key clients to enhance client satisfaction and retention.
- Collaborate with operations teams to ensure service delivery aligns with client expectations and contractual obligations.
- Deliver high-level monthly sales analytics and business insights to the National VP of Sales & Marketing.
- Continuously scan the market for new business opportunities and competitive intelligence.

#### **Education and Experience**

- Bachelor's degree in business, marketing, communications, or a related field preferred, but not required.
- 5–10 years of progressive experience in outside sales, including national account management.
- Proven success in business development, cold calling, and sales strategy execution.
- Experience with market analysis, proposal development, and strategic sales presentations.
- Strong communication, negotiation, and interpersonal skills.
- Proficient in using CRM systems (e.g., Salesforce, HubSpot) for pipeline tracking and reporting.
- High level of business acumen with a solid understanding of financial analysis and market trends.
- Ability to develop and present go-to-market plans and sales strategies.
- Strong organizational and time management skills, with the ability to handle multiple priorities effectively.

**Physical Requirements**

- Ability to travel up to 50% or more of the time, including air and ground travel, to visit client sites, attend trade shows, and support regional teams across the U.S.
- Must be able to navigate through active customer sites, including construction zones, which may involve uneven surfaces, stairs, outdoor conditions, and extended periods of standing or walking. Ability to safely navigate job sites while complying with required PPE standards.

**Job Type**    **Full-Time****Pay**        **\$80,000.00 - \$120,000.00 per year****Benefits**

- 401(k)
- 401(k) matching
- Dental insurance
- Health insurance
- Life insurance
- Paid time off
- Vision insurance

**Schedule**

- 12 hour shift
- 8 hour shift
- Monday to Friday

**Willingness to travel**

- 50% (Preferred)

**Work Location**    **Remote**