

### **Business Development Specialist**

Recognized for more than 30 years of growth in visual data mining technologies, Salient Management Company delivers a fast and flexible solution that empowers people and impacts business at all levels. As an industry leader, we attribute our success to our cutting-edge technology and to the contributions of our dedicated, forward thinking employees.

We offer a fast paced work environment and focus on the professional development of all employees. As part of our generous compensation package, Salient offers paid time off between Christmas and New Years. We foster open communication and are committed to a team oriented environment.

Salient is seeking candidates with great sales in demand generation to be part of an innovative team changing the way business intelligence and decision support systems are implemented. The division offering this role primarily serves the Consumer Packaged Goods (Manufacturing, Retail and Distribution) industry. The position is based out of our West Jordan, UT office.

#### **Education/Experience:**

- Bachelor's Degree in Marketing, Business Management, Communications or related field
- Minimum 2+ years of experience in sales at a B2B value added solution provider or similar position

#### **Primary Duties & Responsibilities:**

- Identify and qualify new sales opportunities
- Collaborate with Senior Account Executives to meet quotas
- Develop and execute plans to follow-up with contacts and companies
- Serve as primary point of contact for Salient's prospective clients
- Contact key prospects found during prospecting efforts and position the value of the Salient approach/technical capabilities. Establish discovery sessions with management with the intent of creating a sales opportunity
- Nurture a pipeline of prospects that are early stage or require development in order to move towards a purchase

#### **Required Skills or Knowledge:**

- Prior experience selling for a Consulting Segment or Business Performance Solutions provider
- Proven track record of meeting quota in previous roles
- Strong understanding of how multiple industries function (retail, CPG- how they generate revenue)
- Working knowledge of CRM's applications
- Ability to learn quickly and rapidly adapt to changing processes

Salient Management Company is proud to be an Equal Opportunity Employer.

All qualified applicants will receive consideration for employment without regard to race, color, religion, creed, sex, sexual orientation, marital status, military status, veteran status, age, national origin, citizenship, ancestry, disability, predisposing genetic characteristics, domestic violence victim status, or any other status protected by law.

In compliance with federal law, all persons hired will be required to verify identity and eligibility to work in the United States and to complete the required employment eligibility verification document form upon hire.