

Business Development Manager

Recognized for more than 30 years of growth in visual data mining technologies, Salient delivers a lightning-speed 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.

Salient Management Company, a developer of advanced management accounting and decision support systems, is seeking a veteran sales professional with a passion for business development and aptitude to work and close new B2B sales opportunities. The ideal applicant will have solution selling experience and the ability to analyze and interpret data in the Consumer Packaged Goods (CPG) and/or the food retail industry with a proven track record of developing new business, exceeding sales objectives, building strong business relationships and delivering customer satisfaction. This is a great opportunity to be part of a fast-paced team, changing the way business intelligence and decision support systems are implemented.

This position will require up to 50-65% of travel.

To perform this position successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the minimum knowledge, skills and/or abilities required.

Education/Experience:

- Bachelor's Degree (Master's Degree preferred) in Science/Business Administration or related field.
- 7+ years of work experience in CPG sales, food retail, or Solution Selling.

Primary Duties & Responsibilities:

- Create and close client opportunities in a proactive fashion, maintaining a professional business stance.
- Achieve or exceed goals for qualified leads, prospects, and complete sales cycle to achieve revenue growth targets.
- Communicate and convey (at a very high level) the Salient vision aligned with Continuous Process Improvement (CPI) methodology.
- Conduct a thorough needs analysis while qualifying potential clients and interpret into Salient-specific language.
- Align offerings with prospects' needs to present the business solution.
- Develop and cultivate relationships internally and externally to drive towards company and client goals.
- Deliver forecasting and pipeline reporting (30, 60, 90+ days out) – depending on stages of the sale.
- Organize and manage multiple concurrent projects and clients in a start-up environment.
- Collaborate with Business Consultants when formulating the go-forward strategy for each prospect and actively participate in system presentations.
- Maintain contact management database (CRM) with all emails, documents, etc. (recording activities).
- Communicate frequently with Sales Management and team regarding account status and needs.
- Understand current market technologies and competitive products.
- Spearhead and develop initiatives consistent with Salient strategies.

Required Skills or Knowledge:

- Ability to compile a solution, structure orders/contracts (write the project scopes/deliverables), and secure client prospects.
- Ability to negotiate and close a deal.
- Excellent communication and interpersonal skills
- Strong selling, negotiating, and presentation skills.
- Self-driven and results-oriented with strong will to succeed.

Salient Corporation 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.