



Market Development Manager

General

Our success as a company relies on the work ethic and personal success of our employees. As a result, we aim to be an attractive employer that encourages our staff to develop their strengths and recognizes their achievements. We provide a challenging and rewarding work environment and are always working to form the best team - especially from within, through an emphasis on continual learning and development.

Outside Sales/Market Development Manager - Texas

The Market Development Manager is an outside sales role that achieves maximum sales profitability, growth and market penetration at all levels within the state of Texas primarily in Houston, San Antonio and DFW. The candidate will maintain, identify and develop new business through existing distribution channels for the residential and multifamily markets. They will also work closely with builders, users and specifiers to secure preference and written specification for our product. Reporting to the V.P. of Sales, the candidate will be responsible for identifying customer needs, forecast sales growth, and develop relationships with key users and decision makers.

Duties and Responsibilities

- Maintain relationships with existing customers and develop new customer relationships
- Advance our desired market share position by creating value to customers
- Develop and deliver a high level of sales calls, contacts presentations and follow-up communications to close sales in a professional manner, while achieving established sales/revenue goals
- Manage all daily activities through the company CRM
- Communicate the full value derived from our products, service and system solutions
- Be self-motivated, a team player and accessible to customer needs
- Prospect for new B2B, and builder/end user pull through opportunities
- Be a technical expert on the Belco line of products and the use/durability of each, integrating value into customer strategic goals
- Cultivate relationships and secure product specifications with designers, architects, building owners and contractors
- Monitor competition by gathering current market information; pricing, products/new products, delivery schedules etc.
- Manage customer complaints with solutions recommendations to management

Skills/Qualifications

- Bachelor's degree in business or construction related fields preferred
- Proven record in the sales process and account management
- Exceptional time management skills
- Excellent verbal and written communication skills
- Must have valid driver's license in good standing, reliable car, and willing to drive/travel over 50% of their time



- Five years' experience with distribution channels, and specifically the construction industry preferred
- Five years' experience in strategic value-added sales
- Strong aptitude in consultative sales, and persuasive skills
- Understand and apply SWOT and market analysis/impacts etc.
- Phone skills
- Proven Cold Calling
- Ability to identify all decision makers in the selection, specification, purchase and use of our products
- Superior listening and processing skills
- Professional, comfortable in all situations and adaptable

SALARY DOE, BONUS PROGRAM, BENEFITS