

# United States Jobs Expertini®

## Business Development Manager

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Company: NMG Workspace Solutions

Location: United States

Category: other-general

NMG is a global architectural and interior solutions provider offering a wide range of exceptional products and services to end users, contractors, and design professionals across the globe. We lead with our digital component construction by using next-gen technology and products designed with construction trades in mind but done in half the time. An NMG Business Development Manager is responsible for driving business, closing sales, and growing market share related to interior construction and architectural products. The main goal of this position is to generate sales leads strategically and to increase product sales for the company. NMG Business Development Manager creates long- and short-term sales plans for the Houston market and surrounding areas. They also establish strong working relationships with architectural and interior design firms, brokers, developers, general contractors, and sub-contractors. They utilize excellent customer service skills to build and maintain long-term relationships with clients and understand the importance of follow-up while serving as a technical consultant as needed to ensure ongoing customer satisfaction.

**Key Responsibilities:**

- Manage activities in line with established and approved budgets
- Maintain accurate records of all sales activity and prepare regular forecasts to enable effective planning
- Develop and maintain key customer relationships
- Define and support the implementation of key account strategies and specific growth initiatives at key accounts for growth and partnership development
- Investigate and develop new market opportunities in line with global marketing strategy to grow sales
- Monitor and report on competitive activities
- Achieve or exceed company sales objectives
- Actively participate in the preparation of an annual sales plan
- Attend industry events for sales and marketing strategies
- Maintain a customer database, including

sales activity and communication  
Weekly updates on current client activity  
Provide technical advice and support to clients  
Receive and solve complaints about products  
Handle promotional materials such as samples, catalogs, and brochures and make presentations  
Make regular reports about sales activity  
Analyze market trends and demands and try to anticipate client needs and expectations  
All other assigned duties  
Skills: Excellent oral and written communication skills  
Great presenter to audience or clients, able to speak technically about products and services  
Outstanding leadership skills  
Professional appearance and behavior  
Very good organizational skills  
Good strategic planner  
People-oriented, problem solver  
Creative and strategic planner to penetrate vertical markets  
Able to work under pressure and to meet deadlines  
Able to analyze and interpret data  
Ability and desire to make cold calls if needed  
Understand the scope of work  
Possess a strong drive and motivation to succeed with a high entrepreneurial spirit  
Must possess effective interpersonal and presentation skills  
Adaptability and flexibility skills including willingness to learn and grow  
Ethical and responsible  
Possess a Technical knowledge of products  
Be comfortable in participating in the construction process and interacting with General Contractors and Project Managers  
Qualifications: Bachelor's degree in Engineering, Architecture, or Interior Design preferred, or an equivalent combination of education and applicable work experience  
Must have a minimum of 5-10 year's sales experience  
Must have a proven record of sales and business development in construction or similar industry  
Falkbuilt or prefab interior experience preferred  
Existing relationships within the Architecture and Design community, including brokers and developers  
Strong selling skills and experience in developing sales strategies and proven sales records  
A demonstrated ability to understand and communicate the technical aspects of architectural products  
Ability to read and use AutoCAD drawings and software  
Must be capable of understanding specifications, including an ability to read blueprints  
Comfortable using standard electronic communication and business analysis tools. AutoCAD, Microsoft Suite (Excel, PowerPoint, Outlook, Word) software experience  
Must have a valid Drivers license and be able to travel

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