

**Company Name:****Eagle Productivity Solutions****Job Title:****Business Development Lead****Minimum Experience Required:**

3 years

**Job Description:**

About This Job The Business Development Lead is a critical role that supports all business development activities across the Sales and Marketing teams within the organization. This individual is responsible to identify and pursue sales leads as well as pitch new products, training solutions and services to new clients and/or buyers. Eagle is seeking a candidate that will provide the skills and experience necessary to develop business in an increasingly diverse and multicultural marketplace; a candidate that demonstrates initiative, persistence in lead follow-up, and a creative, fresh approach to business development activities. Excellent verbal and written communication is key to the overall success of this role. Duties and responsibilities for this job include: Identify and schedule calls, demos, and presentations for Sales team Find and pursue new business opportunities and coordinate path forward to advance the sale Collaborate with Marketing on all business development campaigns and related activities to advance opportunities Drive and support the distribution of presentations, samples and demos to all prospective leads Communicate new product offerings to prospective clients Report weekly to management staff regarding the status and progress of all ongoing business activities Support proposal activities when required with regard to content, samples and assets contributions Support Marketing operations (trade show events, campaign follow-up, etc.)

**Education and Experience** Bachelor's Degree strongly preferred Possess at least 3 years of demonstrated successful and relevant experience in a Sales/Business Development role

**Skill Set and Required Attributes** Good business sense with strong understanding of sales & marketing principles Proficiency with Microsoft Office Suite, specifically PowerPoint and Excel Proficiency in working with SFA, CRM and other related systems and data is a plus Ability to communicate professionally and effectively to potential clients and across levels of the organization Excellent written and verbal communications ability A dedicated self-starter who demonstrates initiative and drive Strong conceptual skills, including creative thinking and problem-solving High level of attention to detail Dedication, willingness and flexibility to meet targets, goals and deadlines Able to thrive in a fast-paced environment Inquisitiveness and desire to learn new things to grow with the company's needs Strong organizational and time management skills A team player with a positive attitude Travel Moderate travel (30 percent or less) may be required for this position.

**Job Location:**

Rochester, New York

**Pay:**

Starting pay not specified.

**Benefits:**

Health Insurance, Dental Insurance, Retirement/Pension Plan

**Hours per Week:**

Not specified.

Duration:

Full Time, Regular

Work Days:

Not specified.

Shift:

Not specified.

Public Transportation:

Information not provided.

Minimum Education Required:

Bachelor's Degree

Driver Licenses, Including Endorsements:

No Driver License requirements specified.

How to Apply:

To apply, contact the employer by email:

Email: [wharris@eagleproductivity.com](mailto:wharris@eagleproductivity.com)