

Business Development

We are seeking a proactive and results-driven Business Development professional to join our dynamic branding agency. This role involves identifying new business opportunities, building strong client relationships, and driving revenue growth by promoting our creative branding and marketing services.

- Find/discuss/review prospects and sales opportunities with leadership team weekly
- Help manage lead generation partners and opportunities
- Review proposals with leadership team
- Update team on new clients
- On board new clients to Account Manager and team
- Collaborate with design team on projects as needed
- Attend or participate in networking events during and after business hours
- Assist in marketing tasks
- Support Account Manager's with upsell opportunities for current clients

TRAINING: EST 3 MONTHS

50% sales time

50% education time

3% commission on all sales during training time

- Shadowing sales process
- Training on company processes and services
- Introduction to the community and surrounding areas as needed
- Read recommended books to self educate
- Get involved in networking/ community events

Note: We all wear a lot of hats, the expectation would be to pitch in however the team needs.