

BUSINESS DEVELOPMENT MANAGER

COMPANY OVERVIEW:

OHC Environmental Engineering, Inc., is a leading Florida-based corporation dedicated to providing comprehensive occupational health and environmental consulting services in the Southeastern United States. OHC's success is mainly attributed to an experienced professional staff, attention to client needs, fast response, cost effective fee schedules, expert troubleshooting abilities, and most importantly, dependability. OHC's major clients include: Duke Energy, VA hospitals, school districts, federal contractors, theme parks, local and county governments, and Department of Defense. OHC has performed thousands of assessments, consultations and oversight for environmental remediation projects over the past 36 years. Our experience has led to our expertise with many hazardous materials including industrial chemicals, heavy metals, pesticides, petrochemicals, and fuels. The principals of OHC collectively share a tremendous knowledge base in hazardous materials and environmental engineering. OHC uses this experience to ensure projects meet all regulatory requirements and to accomplish objectives in terms of scope of work, schedules and budgets.

Learn more about us at www.ohcnet.com

Position Description:

OHC is seeking an ambitious, dynamic professional to support the sales efforts of the company. This individual will manage all facets of the sales cycle, including new client acquisition. The Business Development Manager will develop positive working relationships using effective oral and written communication skills, while representing the company in a positive and professional manner. The work environment is 80% office work and 20% field work (i.e. client meetings, attend conferences, outreach meetings, etc.). Occasional travel may also be required. Sales territory includes the entire State of Florida, however, most of the effort will be concentrated in the Tampa, Orlando and Gainesville area.

Responsibilities:

- Develop relationships with new and existing clients
- Tracking request for proposals (RFP) and assist in preparation of RFP
- Contacting potential clients daily and setting up face-to-face meetings
- Research prospective clients and projects
- Track upcoming solicitations and make connections with key clients
- Schedule meetings and conferences with decision-makers
- Prepare follow-up communication memos
- Close on sales and overcome objections
- Attend association meetings and conferences in order to develop leads
- Assist with the preparation of responses/proposals to solicitation documents and monitor deadlines
- Maintain and grow existing client acquisitions via phone, social media, face-to-face and email
- Develop a comprehensive understanding of the industry in order to develop a sales strategy
- Plan and implement marketing strategies, including advertising and public relations

- Ensures business goals and objectives are accomplished through effective negotiations, communication, and work monitoring.

Qualifications:

- Minimum of 3 years in B2B sales experience
- Four-year college degree in marketing, business, public relations, communications or related is strongly preferred
- Must be comfortable making high volumes of calls per day to new and existing clients
- Proficiency in Microsoft Office
- Demonstrate a history of exceeding sales goals
- Strong execution and follow-up skills
- Ability to multi-task, remain organized, perform well under pressure, and meet deadlines
- Clean driving record and reliable transportation
- Must pass a drug screen and thorough background check

This position offers a base salary and bonus structure, as well as a competitive benefits package.

Compensation: \$50,000 to \$60,000 annually (plus commission)

Total Compensation w/ Commission & Bonus \$80,000+

Benefits Offered: Dental, Medical, Vision, Life, 401K

Employment Type: Full-Time