



<https://weiss-aug.com/job/business-development-manager-2/>

Business Development Manager

Description

Located in Elk Grove Village, Illinois, we are a full-service metal stamping, sheet metal fabrication and assembly company that manufactures precision metal parts. The Weiss-Aug Group's Elk Grove Village location, Diemasters Mfg., is seeking an experienced Business Development Manager (BDM) to serve in an outside sales capacity. The successful BDM will report directly to the Divisional VP/GM. Compensation package commensurate with experience and opportunity.

Responsibilities

- Establishing new accounts
- Service existing accounts
- Qualifying and pursuing sales leads
- Obtaining relevant information from customers to ensure accurate cost estimates
- Solicit feedback from customers on submitted quotes
- Preparing and timely maintenance of sales reports.

Qualifications

- A minimum of an Associate's Degree, a Bachelor's Degree is preferred
- Team player with the ability to work in a responsible and independent way
- Prior sales experience in manufacturing, automotive a big plus
- Personable
- Self-motivated
- Task orientated
- Excellent interpersonal, communication, and presentation skills
- Strong analytical and organizational skills
- Computer skills including MS Office are needed
- Willingness to travel

Job Benefits

- Paid Time off
- Health, Dental and Vision Insurance
- Short Term Disability
- Group Life Insurance
- Flexible Spending
- 401k
- Annual Flu Shot
- Pet Insurance
- Educational Assistance

Hiring organization

Weiss-Aug Group

Employment Type

Full-time

Job Location

2100 Touhy Ave, 60007, Elk Grove Village, IL

Date posted

January 11, 2023