



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

Business Development Manager

Description

Responsible for stimulating and developing growth and drive diversification of customer base within the Surgical Business Unit or Metal Stamping Unit. Drive business relationships within strategic accounts that meet the Weiss-Aug sales criteria, achieve annual sales objectives, and maintain an excellent relationship with internal and external customers.

Responsibilities

In conjunction with Marketing, identify and generate new business opportunities with targeted prospects

Maintain close working relationships with key engineering and procurement personnel to assure a steady flow of new opportunities

Expand contact base at existing key accounts and build long-term partnerships and trust

Learn customer product details to uncover needs and offer expanded products and services

Make capability presentations at targeted accounts on our value proposition to generate new opportunities

Excellent communications and presentation skills. Understanding of medical and FDA certification processes for medical instruments and/or devices.

Experience in Molding and Stamping a plus but not required.

Maintain positive relationships with company team members (engineering, quality, manufacturing, customer service) to better service customers

Gain thorough knowledge of competitors, target markets and emerging trends. Continually improve knowledge of our business and industry via trade show attendance, trade journals, customer query and feedback, competitive activity, changing technologies and industry trends

Prepare weekly travel itinerary, sales reports and maintain company CRM tool

Extensive travel (+50%) is expected

Qualifications

The successful candidate should have relevant experience and a track record of Business Development success. The position requires demonstrated customer interface skills, strong interpersonal and relationship management abilities. We are seeking a highly motivated and experienced self-starter.

College degree or equivalent; engineering degree a plus.

Hiring organization

Weiss-Aug Group

Employment Type

Full-time

Job Location

East Hanover, NJ

Date posted

June 1, 2022

Minimum of 10 years of field sales experience within manufacturing companies that service Medical Device OEM's.

Professional selling skills, computer skills, and technical skills are required.

Some knowledge of molding and stamping, industrial manufacturing, marketing, and knowledge of company standard operating procedures is required.

A rolodex of purchasing/engineering contacts within medical device industries.

Be a self-starter, work independently, professionally, assertively, with excellent interpersonal and presentation skills.