



Business Development Manager Job Description

Position Title: Business Development Manager

Job Summary:

The person in this position is responsible for selling our transportation, cleaning, bin rental, remediation and emergency response capabilities throughout an assigned territory.

Task Required on the Job:

- Gain understanding of our current customer base
- Sell services to industry, oil & gas, brokers, etc.
- Develop business opportunities and enhance customer relationships
- Solve customer problems
- Interact with other departments to ensure customer satisfaction is at a high level
- Conduct job walks and write sales proposals / estimates
- Maintain frequent contact with management staff and employees
- Participate in short and long term strategy development and implementation
- Train employees
- Provide checks and balances
- Ensure all administrative requirements are completed in a timely manner
- Develop a plan for revenue growth in a specified territory
- Identify market trends and develop recommendations

Qualifications for this job:

- Knowledge of principles and methods for moving hazardous and non-hazardous materials.
- Minimum 2 years experience in transportation or environmental industry
- Strong computer skills
- Willingness to travel