

**Job #0102 | Business Development Manager | Los Angeles County, LA**

The **Business Development Manager** will be a lead generation and marketing based position and will be a liaison between the customers and the National Account Manager.

**Job Responsibilities:**

- Responsible for attending water utility meetings in and around the state of California in an effort to strengthen ongoing relationships with the utilities.
- Identifies and generates new leads and initial contact with business leads, securing specific business intelligence information, including that of the decision makers, facility address and information.
- Serves as a strategic partner in educating customers on our products and services and acts as a liaison between the prospective customers and Sales team in order to facilitate new sales.
- Responsible for organization skills, account strategies, territory planning and administrative responsibilities to ensure a high level of customer satisfaction is maintained. Helps develop and increases sales revenue to meet and or exceed assigned monthly targets.
- As a Business Development Manager for Niagara, you will be responsible to call on a wide demographic of potential customers in an effort to sell Niagara water conservation services.
- Assists with the planning of sales exhibits. Attends trade shows. Participates in education and training conferences on selling and marketing programs. Coordinates and assists in sales meetings to include site selection and agenda preparation.
- Keeps informed of new products, services and other information of interest to customers. Checks on competitive activity and develops new methods of attaining new accounts.
- Troubleshoots problems regarding products provided. Answers questions from existing customers and handles complaints.
- Performs other duties as assigned.
- Adaptability: Adapts to change in work environment, manages competing demands and is able to deal with frequent change, delays or unexpected events.

**Qualifications** (min. educational and experience qualifications):

- Two years of outside sales experience with B.S. degree in Marketing or Business Administration.
- Five years of outside sales experience in lieu of degree.
- Demonstrated problem solving and negotiation skills.
- Experience with water associations and conservation industry preferred.
- Excellent oral and written communication skills.
- Formal presentation skills before both small and large groups.
- Experience managing large territories and diverse product offerings.
- A demonstrated capability to keep abreast of new industry trends for possible application to Niagara projects.
- Ability to travel out of state at least 5% of the time.

**Key Competencies:**

- Customer Service Excellence
- Effective and Efficient Work Practices
- Team Involvement and Participation
- Basic Influencing & Relationship Building
- Influencing & Relationship Building
- Motivating Others
- Problem Solving