



Job Title:	Business Development Manager	Job Category:	LMB-SA
Department/Group:	Marketing	Job Code/ Req#:	MA1002
Location:	USA	Travel Required:	Yes
Level/Salary Range:	Commission	Position Type:	Contract
HR Contact:	Barbara Crouthamel	Date posted:	Nov 25/2009
Will Train Applicant(s):	Yes	Posting Expires:	Jan 30/2010
External posting URL:			
Internal posting URL:			
Applications Accepted By:			
Fax or E-mail: (716) 219-4075 or barbara@lovinmybags.com Attention: HR Department RE: #MA1002 Business Development Manager		Mail: Leatherlogist INC. HR Department 1415 Lake Rd Youngstown, NY 14174	
Job Description			
Job Purpose: Builds market position by locating, developing, defining, negotiating, and closing business relationships.			
Duties: <ul style="list-style-type: none"> Identifies trendsetter ideas by researching industry and related events, publications, and announcements; tracking individual contributors and their accomplishments. Locates or proposes potential business deals by contacting potential partners; discovering and exploring opportunities. Screens potential business deals by analyzing market strategies, deal requirements, potential, and financials; evaluating options; resolving internal priorities; recommending equity investments. Develops negotiating strategies and positions by studying integration of new venture with company strategies and operations; examining risks and potentials; estimating partners' needs and goals. Closes new business deals by coordinating requirements; developing and negotiating contracts; integrating contract requirements with business operations. Protects organization's value by keeping information confidential. Updates job knowledge by participating in educational opportunities; reading professional publications; maintaining personal networks; participating in professional organizations. Enhances organization reputation by accepting ownership for accomplishing new and different requests; exploring opportunities to add value to job accomplishments. 			

Skills/Qualifications:

- Closing Skills, Motivation for Sales, Prospecting Skills, Sales Planning, Selling to Customer Needs, Territory Management, Market Knowledge, Presentation Skills, Energy Level, Meeting Sales Goals, Professionalism

Reviewed By:		Date:	
Approved By:		Date:	
Last Updated By:		Date/Time:	