

Business Development Manager

SoMe Connect Digital is searching for an experienced sales representative to act as the face of SoMe to prospective new clients. The ideal candidate will be polished but persistent in their approach, entrepreneurial in planning and managing leads, and able to interface collaboratively and effectively with internal stakeholders. Excellent proposal development, presentation, and negotiating skills will be staples in driving success in this role.

You will readily bring your innate drive, empathy, and salesmanship to this role - selectively making connections with decision makers at companies that fit our ideal customer profile, and generating new business opportunities. The primary customer audience is senior executives/managers, and the successful candidate will have experience in gaining access and selling to decision makers. This position will require building sophisticated and scalable customer relationships; understanding their business goals and matching them with our services.

A successful candidate embraces challenges and change, considers themselves a people person, and possesses natural curiosity. This is a highly visible role that makes a direct and significant impact in our business, working closely with the client services, digital strategy, and creative team to articulately relay the services you represent.

This role provides tremendous runway for both personal and professional growth. For those driven to exceed expectations, this opportunity allows for boundless growth and ownership. We are looking for stellar candidates with a demonstrated track record, professional sales presence, and most importantly - a strong desire to have a direct impact on the sales and profitability of a small, boutique digital marketing firm.

Responsibilities

- Actively network, develop key relationships, and cultivate leads, driving a strong pipeline
- Thoroughly and adeptly explore a potential client's business, guiding them through needs analysis and discovery sessions to drive new opportunities
- Act as the engine of our sales team, revving up, generating, and converting leads
- Develop polished proposals and presentations that tell a story - matching our services with identified needs of the client
- Work internally with SoMe leadership to identify accurate pricing
- Effectively plan the transition from sales cycle to client engagement team

Qualifications

- Bachelor's Degree; Demonstrated sales track record
- Understanding or experience selling digital marketing services (Creative, SEO, Paid Media, Social) preferred but not required. If you're a knockout candidate -willing to dive in and proactively learn - we're happy to teach
- Stellar and professional communicator - both verbally and written
- Strong negotiation skills and can effectively advance leads through the sales cycle
- Self-motivated, dedicated, and driven to succeed; willing to constantly learn and evolve
- Loves to meet and exceed goals on a daily, weekly and monthly basis
- Entrepreneurial spirit - you come up with and are willing to try new ideas to achieve greater levels of success