

Are you a positive, progressive, Internet-savvy Business Development Specialist? Are you experienced in B2B strategic account management? Are you looking for a dynamic, growth-oriented environment where your personal efforts will make a huge impact? Take a look at this new opportunity at Mearthane Products Corporation (MPC).

OVERVIEW

The Business Development Specialist position will be instrumental in growing our business by uncovering new opportunities for MPC's technologies. The Business Development Specialist will serve as point of contact with MPC's customers.

Essential Duties and Responsibilities:

- Manage customer relationships via email, phone and face-to-face
- Nurture sales leads and develop them into opportunities
- Prepare new opportunities for the new product introduction (NPI) process
- Execute business development strategies to penetrate new markets
- Conduct market research to keep abreast of product developments and market strategy in industry
- Attend conferences, meetings and industry events as needed
- Other duties as assigned

QUALIFICATIONS

Required:

- Bachelor's Degree
- 2-3 years of proven B2B sales, business development, and/or marketing experience in a technical or engineering industry
- Excellent interpersonal and communication (oral, written, social media and presentation) skills.
- Ability to create and deploy marketing and advertising strategies
- Strong project management skills
- Experience executing social media campaigns, website design and graphic design
- High level of time management and organizational skills with strong attention to detail and ability to multi-task
- Proficient in Microsoft Office Suite
- Highly motivated and ability to succeed in a fast-paced environment
- Willingness to travel 25% percent of the time

Preferred:

- Bachelor's Degree in chemistry, engineering, or other technical field