



Business Development – Southeast Region

Thanks for applying to join Team Eagle!

As a business development representative, you will be expected to develop sales strategies, attract new clients, and continually source new sales opportunities for your region of AL, FL, GA, KY, MS, NC, SC, TN, VA, and WV. You will play a lead role in regional growth by understanding market landscapes, creating new relationships, and turning target customers into key customers. You will report to Eagle's Sales Manager.

Job Responsibilities

- Continuously develop new business opportunities for the region – AL, FL, GA, KY, MS, NC, SC, TN, VA, and WV
- Building and maintaining successful relationships with target customers
- Travel at least 20 weeks/year within region to meet current and uncover new clients
- Forecast sales, develop “out the box” sales strategies/models, and evaluate their effectiveness
- Research accounts and generate or follow through sales leads
- Report and provide feedback to management using financial statistical data and market research
- Expand client database within your assigned region
- Attend industry trade shows to accumulate new leads and make productive contact with existing clients
- Research sales competition

Job Requirements

- BA/BS degree or equivalent
- 4+ years' sales experience
- Self-motivated and driven
- Strong communication, negotiation, and interpersonal skills
- Familiarity with different sales techniques and pipeline management
- Track record of over-achieving quota
- Ability to travel multiple times per month
- Ability to multi-task, prioritize, and manage time effectively
- Knowledge of CRM software and MS Office (Word, Outlook, Power Point, Excel)

As an equal opportunity employer, we consider applicants for all positions without regard to race color, religion, creed, gender, national origin, age, disability, marital or veteran status, or any other legally protected status.