

## **Director of Business Development – Relocation Industry San Francisco Bay Area**

A Relocation Industry Leader, with offices in over 50 countries, is currently looking for a Director of Business Development to drive its domestic and international sales in the San Francisco/Silicon Valley area, and Pacific Northwest. This position is based in the SF Bay Area and requires extensive travel.

### **Job Responsibilities**

- Develops new business across the breadth of the company's product line;
- Develops business in the San Francisco/Silicon Valley area
- Develops personal sales effort with key human resource, procurement, or other stakeholders
- Networks with various industries to expand business opportunities;
- Coordinates the Formal Buying Process and responses (RFI/RFP);
- Generates cold calls to create business opportunities;
- Develops business plan maximizing penetration of target accounts;
- Effectively communicates all service offerings to diverse prospective stakeholders;
- Executes consultative sale approach focused on building long-term relationships for the company;
- Analyzes selling situations and tailors solutions;
- Manages team selling situations;
- Makes individual presentations;
- Coordinates global sales
- Ensures timely and accurate reporting within the Interact database
- Meets sales metrics and production requirements established by the VP-NSG.

### **Required Knowledge, Skills, and Abilities:**

- At least 10 years of progressive sales and sales management experience
- Demonstrated sales success at both the personal and management levels
- Ability to work in a rapidly growing environment, effectively managing a field sales force
- Broad industry knowledge of domestic and international mobility services
- Ability to **effectively sell HHG and International Destination services** to accounts of any size;
- Ability to sell fully outsourced services to smaller (under 50 annual relocations) accounts;
- Superior ability to build and maintain healthy and lasting business relationships;
- Excellent organizational, planning, and prioritization skills;
- Strong analytical, problem solving, and negotiation skills;
- Strong customer orientation;
- Excellent interpersonal and communication skills;

- Strong team player;
- Commitment to company values;
- Computer proficiency;
- Product knowledge and experience dependent upon the requirement and scope of required services from the account;
- Understand company infrastructure and resources;
- Commercial sense. Attentive to bottom line;
- Initiative;
- Resourcefulness;
- Knowing correct expectations to establish;
- Ability to research and network effectively

### **Compensation**

We offer a competitive salary of \$85-90,000 plus a generous commission compensation plan, and a comprehensive benefits package including car allowance and travel expenses. OTE projected at \$120-130,000 first year. Realistic \$200k within three years.

Candidates with an existing non-compete agreement may be considered upon full disclosure.

We are an equal opportunity employer.

### **To Apply**

Please forward your resume to Mike Pierce at: [mikegpierce@cox.net](mailto:mikegpierce@cox.net). Any resume received will be held in strict confidence.