

Newburgh NY Consulting Firm Looking for a Full-Time Business Development Specialist for their Sales and Consulting Department.

The Manufacturing and Technology Enterprise Center (MTEC) is a not-for-profit business consulting firm located in Newburgh, NY. We assist small to mid-size manufacturers and entrepreneurs in the Hudson Valley by providing cost-effective business improvement solutions.

Duties and Responsibilities:

- The Business Development Specialist will establish and maintain market presence, identify, and develop client relationships, locate, develop, and negotiate business relationships, and close sales.
- Assisting the executive team in establishing and implementing strategic account planning.
- Developing leads and meetings with clients via a variety of outreach techniques to sell technical and knowledge-based services.
- Maintaining CRM for client contacts as well as managing proposal pipeline.
- Creating and attending meetings to present to new and existing clients.
- Identifying opportunities and/or clients and maintaining the sufficient sales pipeline needed to achieve strategic growth targets as defined by management.
- Providing client insights to project team leads during the project delivery process.
- Communicating with project teams to ensure client expectations align with project deliverables.
- Maintaining effective and ethical use of travel and expenses as defined by management and in accordance with company policies.

Qualification/Experience Requirements:

- Minimum Associates Degree or equivalent experience in manufacturing, consulting, or sales.
- Preferred Salesforce experience or other CRM
- Strong sales and business development skills
- Consultative sales approach
- Microsoft Office

Compensation:

- Salary Range: \$50k-\$60k before benefits

As an MTEC full-time employee, you will be eligible for paid time off after the completion of a 90-day introductory period. In addition, MTEC offers quarterly compensation that can be used for:

- Health insurance offered by the organization's current health insurance provider or
- 403(b) benefits or
- Cash compensation (taxable as ordinary income).