

# Sales Business Development Manager

If you are a hunter and can confidently communicate with multiple influencers and decision makers... then we have the position that will motivate, challenge, and reward you. We are looking for a high-energy, new- business hunter to join our Beaverton, Oregon office. Anyone can find a lead, but you need to have the skills, drive, and knowledge to identify and close business.

Your focus will be on creating new revenue streams through previous relationships, referrals, targeted prospecting, and other means. Please submit your resume to [recruiting@ptiglobal.net](mailto:recruiting@ptiglobal.net).

## Principle Duties:

- Identify prospects, generate leads, and close new business
- Support the preparation of all proposals and client quotations
- Participate in relevant trade shows and conferences
- Execute on sales strategies and focus sales activities to achieve defined revenue and profit targets
- Identify gaps in client operations and work with PTIGlobal teams to create solutions that improve customer operations
- Maintain ongoing customer relationships through regular contact and in-person meetings, identifying continuous opportunities to improve customer experience
- Provide leadership and motivation to other team members, energize team members and celebrate success
- Represent PTIGlobal with respect to its high standards and values concerning its global services offerings
- Monitor market trends and competitor activities and provide relevant information to internal stakeholders
- Achieve a thorough understanding of what PTIGlobal is about, the innovations it is selling, our value proposition, position in the market, and localization technologies
- Coordinate sales activity with marketing initiatives

## Required Background:

- Creativity, ambition, and a passion to provide unparalleled customer experiences
- Sales experience, preferably in the localization industry
- Technology-driven and tech-savvy
- Experience working with and selling to Enterprise level clients
- Proven HUNTER with experience in cold calling for new business with new customers
- Strong analytical, interpersonal, and presentation skills

- Knowledge of and experience in Customer Centric Selling concepts and strategies with a demonstrated experience and track record of success
- Ability to collaborate effectively with both clients and internal teams
- Strong negotiation skills with clients, to create a win-win for both company and client
- Ability to travel on short notice
- Experience working in Salesforce.com

This is a full-time, benefited position, with a base salary, commission, and bonuses.