

COFFIN & ASSOCIATES

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Philip J. Coffin
President

Position Profile

Business Development Manager Southeast U.S.

Position Summary

Our client is an industry leader in the business and asset valuation, appraisal, advisory and liquidation business. They are seeking to hire a Business Development Manager (BDM) capable of selling business valuation and advisory services. Customers include major corporations, lending institutions, law firms, accounting firms, turnaround professionals, risk managers, private equity and hedge funds.

Experience selling and/or understanding valuations, financial services, accounting services and/or consulting services required. The BDM will identify and sell in new and existing markets through the following mechanisms:

- relationship building,
- networking,
- industry associations,
- cold calling and
- attending trade shows.

BDMs have individual responsibility and incentive to develop new business and are expected to self-manage. However, this position is a part of a growing team of people with the same job title and collaboration is emphasized. Approximately 50 percent travel required. A BDM's main goal and job description is to "grow the company." He/she develops new business relationships and generates and negotiates new projects to achieve a target that is determined annually. Other main responsibilities include:

- Create a strategic and tactical plan within the first six months, and then annually, to uncover, increase and close revenue and aggressively acquire new accounts.
- Infiltrate and influence decision makers at the highest levels within all accounts. The BDM will leverage these relationships to introduce The company and create and pursue selling opportunities.
- Develop implementation strategies for new products and services.
- Pro-actively hunt for target organizations and establish communications with those businesses that can benefit from our Company's services. Further develop multi-tier relationships to organically grow the clients' accounts, build referral and lead generation network.
- Increase the company's involvement with existing clients, grow existing accounts to full potential and generates maximum revenue on a long-term basis.

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- Develop, maintain and manage client communication with internal tools such as the corporate website, email, promotional marketing materials, presentations, etc.
- Delegate and manage assigned sales assistant who assists in the sales process, engagement letters, client communications, and other coordination items.
- Actively and successfully manage the sales process: lead generation; credentials pitch; asking questions; solution pitch; negotiation; close; handover to the operations team, etc.
- Create and be accountable for all client engagement letters, contracts and any further documentation, following the company's procedures.
- Ensure the company remains proactive and responsive to prospective clients.
- Succeed in working closely with Practice Group Leaders, operation managers/senior managers and other BDMs to develop strategies and tactics that drive targeting programs and win business.
- Develop and secure relationships with buyers, decision makers, influencers and other referral sources across a variety of industries.
- Determine and communicate a clear meeting purpose, question to identify needs, frame solutions in the context of value to the client, gain agreement to potential solution fit and gain closure on next steps.
- Investigate the economic conditions surrounding your business activity such as industry trends and competition.
- Maintain and develop client relations for new and larger established existing customers, assuring all existing customer are contacted regularly to ensure customer satisfaction and develop need-based marketing relations.
- Develop an effective sales presentation that is continually tested and used in the field.
- Develop and implement a plan for closing business and maintaining long-term customer relationships.
- Keep abreast of issues affecting our industry and collecting competitor intelligence.
- Exhibit an existing and/or evolving in-depth understanding of the industry, the marketplace, clients' businesses and competitors.
- Tap into available resources within The company, LiquiTec, marketing and business development.

Organization

The company provides a broad range of business valuation services and advisory solutions that empower companies to confidently make strategic decisions and achieve greater success. We promise our clients accuracy, integrity and dedication to their needs. Our firm is a dedicated partner that excels at personal service and proactive communication with the capabilities, resources and global reach to help clients set and achieve meaningful new goals every day.

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Experience Requirements

- Candidate must currently be living in a major in the Southeast U.S., preferably Atlanta, Charlotte or Orlando.
- Minimum of 10 years experience in consultative sales with a demonstrated track record of developing a new territory or growing an existing territory. They must be able to explain the techniques utilized to accomplish this success.
- Strong commitment to customer service and embrace a "customer first" philosophy.
- Excellent negotiation and presentation skills with the ability to make persuasive presentations to decision makers.
- Project leadership skills, including solid interpersonal and proven written and verbal communication skills are crucial in this role.
- Organized, self-motivated and possess a sense of urgency, drive and ambition.
- Demonstrated team player who focuses on achieving both personal and team goals. They will be able to work independently and autonomously but also will be comfortable participating and contributing in a team environment.
- Will be required to outline quarterly sales plans defining the approach to meet targets and will comply with all reporting requirements.
- Understand the importance of fair dealing, personal responsibility and developing client loyalty.
- Possess critical listening skills and have the ability to identify all stakeholder needs and reach mutually rewarding solutions.

Our client is seeking to hire an experienced new business originations professional. Their top performing business development managers (BDMs) at the company are tenacious, 'sales hungry,' driven and highly motivated. These sales professionals exploit their exceptional sales skills to ensure all opportunities are captured, explored and produce results. They are motivated and committed to getting things done. The company's BDMs always place the client at the center of everything they do. They have strong interpersonal skills including rapport building, listening, social versatility and business acumen. The successful candidate will be a consummate and credible sales professional capable of selling business valuation and advisory services.

Interested and qualified candidates contact Phil Coffin at phil@coffinonline.com.