



CAC Recruiting Services

We are an independent recruiting agency, placing qualified individuals throughout the United States



Job Number: 5859

Job Title: Business Process & Market Development Manager

Location: Danvers, MA

Industry: Sales & Marketing

Relocation Available: No, the candidate must be local

Job Type: Permanent/Full-Time

Our client, located in Danvers, Massachusetts, is currently seeking to fill the position of Business Process & Market Development Manager. If you are a motivated and professional individual, who will improve the efficiency of their team, we encourage you to apply today!

Job Description

This Company is seeking an experienced Business Process & Market Development Manager to help the leadership team coordinate high-level strategy and work deeply within the sales and marketing organizations to achieve aggressive sales and velocity goals. The ideal candidate will have a strong background in CRM, e-Commerce, sales, marketing, channel management and innovation ideally with industry experience in the semiconductor, life sciences/filtration and industrial markets.

Requirements

- 10+ years of experience in Sales and Marketing in the Life Sciences/Filtration, Industrial or Semiconductor markets.
- In-depth knowledge of sales/ marketing techniques and best practices.
- Strong presentation, verbal, and written communication skills.

Responsibilities

- In charge of the design and implementation of the CRM system, with lead generation and ensure lead follow-up.
- Rolling out a CRM philosophy to help the sales team, not weigh them down.
- In charge of e-Commerce and related platforms.
- Designing and deploying marketing campaigns to secure a customer base in new markets.
- Deploying smart business processes allowing for growth without stressing the organization.
- Analyze current pricing and develop strategies to grow top line sales, gross margin percentage and net income.
- Introduce new technology to improve velocity, ability to provide value to customers faster than competition.
- Identifying sales and services that would appeal to new clients.
- Managing Company and client expectations.
- Reviewing timeframes and budgets.
- Creating sales pitches.
- Executing sales objectives.
- Managing client accounts and sub-distributors.
- Negotiating sales contracts.
- Preparing sales contracts; following Company rules and guidelines.
- Building trust and long-term relationships with clients/customers.
- Managing records of sales, revenue, and other important data.
- Making professional decisions in a fast-paced environment.



CAC Recruiting Services

We are an independent recruiting agency, placing qualified individuals throughout the United States



- Cultivating positive interactions and relationships with sales representatives, team leaders and managers, and executives to evaluate sales strategy and results.
- Motivating team members to exceed expected goals.
- Developing ways to improve the customer experience and build brand loyalty.
- Researching the current market/ industry trends and develop new markets.

Competencies

- **Sales Leadership:** Lead sales and marketing initiatives and the team to increase revenue and profit while building sustainable market share.
- **Product Management Acumen:** Understands customer needs, product requirements and engineering implications of decisions to create solutions; displays orientation to profitability; aligns people and work with goals.
- **Business Acumen:** Understands business implications of decisions; displays orientation to profitability; aligns people and work with strategic goals.
- **Problem Solving:** Identifies and resolves problems in a timely manner; gathers and analyzes information skillfully; develops alternative solutions; works well in group problem-solving situations; uses reason and intuition as needed.
- **Social Intelligence:** The ability to get results from those around you in a non-abrasive way.
- **Strategic Thinking:** Develops strategies to achieve organizational goals; adapts strategy to changing conditions.
- **Judgment:** Displays willingness to make decisions; exhibits sound and accurate judgment; supports and explains reasoning for decisions; includes appropriate people in decision-making process; makes timely decisions.
- **Planning/Organizing:** Prioritizes and plans work activities; uses time efficiently; plans for additional resources; sets goals and objectives; organizes or schedules other people and their tasks; develops realistic action plans.
- **Adaptability:** Adapts to changes in the work environment; manages competing demands; changes approach or method to best fit the situation; able to deal with frequent change, delays, or unexpected events.