

OPEN POSITION: Business Development Manager

Company Information:

Masterduct, Inc. (www.Masterduct.com) seeks a Business Development Manager to profitably grow its industrial hose business.

Masterduct produces a wide variety of lightweight, flexible, abrasive resistant, heat tolerant, innovative technical hoses that provide solutions for a broad range of industrial applications. Masterduct is a subsidiary of **Masterflex S.E.** (<http://www.masterflex.de/en/>), which is a globally operating corporate group specializing in solving complex connection challenges. The group has over 25 years' worth of experience in the development, manufacturing and processing of high-tech spiral hoses.

Overview:

The Business Development Manager will focus on identifying and developing new markets and business opportunities through cold calling, advertising, networking, and communicating with potential and existing clients.

Responsibilities (include but are not limited to):

- Conduct market research and develop a business plan to pursue identified markets.
- Identify companies and contacts in targeted markets.
- Execute business plan and provide monthly feedback on progress.
- Update the CRM database reflecting all calls, contacts, appointments and related activities.
- Handle customer inquiries, provide quotations, and negotiate new contracts as necessary.

Qualifications:

- 7-10 years of outside sales and business development experience
- Relevant post-secondary education
- Successful track record of developing new markets
- Comfortable developing new leads via cold calling, email and social platforms
- Ability to learn the company's products in order to be able to provide technical consultation to customers.
- Technical background is a plus
- Proficient in the use of MS Office and ability to learn other programs as needed.
- Excellent oral and written communication as well as organizational skills.
- Self-motivated, good listening skills, team focused, and results driven.
- Ability to travel (up to 60%)

Compensation:

- Competitive compensation package
- Medical/dental coverage
- 401K plan with matching contributions
- Paid vacation

Email resumes to careers@masterduct.com.