Business Development Specialist

The business development specialist will leverage their experience to develop, maintain and expand business relationships with strategically important industry segments and key multi-location target accounts; working at the corporate level to develop a strategy for industry and account penetration, resulting in the achievement of sales and profit objectives and building market share. The business development specialist represents the entire range of OMAX solutions and services, leads the business planning process and leverages all necessary internal resources to execute plans and ensure that assigned industries and account needs and expectations are met.

You will identify key partners / opportunities and build strategic pitches and drive discussions with senior leaders in those organizations. You will also be able to think strategically about business, product, and technology, and map the intersection of partner needs and OMAX’s offerings. The ideal candidate will possess excellent customer engagement and communication skills as well as the technical understanding to drive deals across all stakeholders.

Duties:

• Focus on identifying, architecting, negotiating and driving successful execution of deals with partners and customers

• Develops a deep industry understanding across a breadth of segments and key target customers, applications, product challenges, competitors and sales process/outcomes for a given industry. They share this information in a productive manner to help inform sales, product and marketing strategy development

• Acts as the OMAX ambassador for assigned industries, advocating for the needs of industries within our organization

• Proactively leads joint company-strategic industry planning process that develops high level mutual performance objectives, financial targets, and critical milestones. Assesses, clarifies, and validates industry needs on an ongoing basis

• Leads industry and location evaluation/assessment and development of proposal and project plans for each targeted industry. Identifies opportunities to deliver value to assigned accounts across our offerings. Leverages, organizes and directs all necessary resources (could include Engineering, Marketing, Sales) to execute project plans and drive opportunities to successful completion

• Delivers a highly distinctive and customized value proposition for end users which provides optimal cutting operations and contributes to increased value stream efficiency, productivity and overall cost reduction

• Develops winning content and offers for key account Request for Proposals/Corporate purchasing agreements
• Works with direct and indirect sales channels to negotiate pricing, terms and conditions, execute account plan and manage any special programs, service or loyalty agreements

**Qualifications:**

• BA/BS degree
• 5+ years of relevant experiences in capital sales or business development/marketing
• Identify and engage key industry segments and multi-locational target accounts
• Develop and maintain key customer relationships
• Drive cross-company relationships as well as hold those to whom you have no authority over accountable for helping you drive sales
• Negotiate pricing, terms and conditions
• Deliver persuasive, passionate, high impact, high quality presentations to senior decision makers
• Use of CRM tools such as Salesforce or equivalent
• Interpersonal skills, builder of cross departmental relationships
• Five or more years negotiating agreements
• Strong written and verbal communications skills
• Strong analytical skills as well as Microsoft Office tools (Excel, Access, Word, PowerPoint)
• Proficient in accessing information from the Internet and using a variety of search engines and information databases
• Travel to prospects and customers and industry events estimated at 30%

**Preferred Qualifications:**

• MBA (or graduate degree in a management or engineering field)
• 7+ years of experience in a business development
• Superior ability to present to executives and lead cross-functional teams
• Demonstrated ability to execute strategic deals, including ability to dive deep and provide thoughtful analysis for complex deals
• Adaptable and action-oriented, focused on quickly gaining enough context to enable informed decision-making
• Strong oral and written communication skills, as well as ability to think clearly, analyze quantitatively, problem-solve and prioritize
• Sound business judgment, proven ability to influence others, and strong analytical thinking skills
• An entrepreneurial mindset, with the tenacity to develop ideas independently, ability to multitask and thrive in fast-paced environment
• Proficient at manipulating financial data