

The Role – Business Development Manager Reports to – Area Manager or Area Sales Manager Oklahoma City, OK/Edmond, OK area

PLEASE APPLY IN THE LINK:

<https://siteonelandscapesupply.csod.com/ats/careersite/jobdetails.aspx?site=11&c=siteonelandscapesupply&id=579>

PURPOSE:

We are seeking a Business Development Manager to prospect new accounts and expand margin dollars in under-penetrated accounts.

OUR VALUES:

- Talent Focused: We recruit, develop, mentor and retain the best
- Customer Obsessed: We are relentless in making our customers successful
- Fast Moving: We hustle and make it happen...safely
- Team Players: We respect and support each other and put team first
- Solution Oriented: We get the facts and solve problems; find win-wins
- Agents Of Change: We are always looking for the better way
- Professional: We do everything with quality and integrity
- Competitive: We have fun... serving our customers and winning!

IN THIS ROLE YOU WILL:

- Demonstrate great prospecting skills to identify new accounts and key decision makers
- Leverage all SiteOne resources and solution selling to expand margin dollars in under-penetrated accounts
- Manage a book of business consisting of accounts currently doing little or no business with SiteOne. This book of business will typically range from 10 – 20 accounts (\$1.25 million)
- Grow minimum of \$100k GM\$ growth year over year
- Ensure that customers are aware of and fully utilizing all of SiteOne's capabilities including SiteOne University, vendor support, and Partner's Program
- Uses SiteOne Territory Alignment tools to prioritize and target focus accounts
- Work and communicate effectively with all relevant SiteOne resources including Sales Support Representatives, Line of Business Specialists, and store associates
- Report progress against opportunities to share verifiable outcomes
- Facilitate the placement of customer orders and monitors fulfillment process
- Maintain appropriate professional and technical knowledge
- Resolve customer complaints by investigating problems and developing solutions
- Facilitate effective hand-off of customers to store personnel or Key Account Manager

SKILLS AND KNOWLEDGE:

- Prospecting techniques to create interest in new buyers

- Presentation and communication skills
- Negotiation, conflict resolution and customer service skills
- Proven approach to access decision makers at client organizations
- Knowledge of sales cycle and solution selling techniques
- Ability to communicate value proposition and differentiate SiteOne's products and services
- Ability to think quickly and make decision

EDUCATION AND EXPERIENCE:

- High school, secondary diploma or equivalent required
- College degree preferred
- 3 - 5 years min. new customer sales experience - required
- 1 – 3 years Green industry experience – preferred

BENEFITS:

- 401k with company match
- Medical, Dental, and Vision plans
- Company-paid Life Insurance
- Optional Life Insurance
- Company-paid Short Term Disability Insurance
- Company-paid Long Term Disability Insurance
- Flexible Spending Accounts
- Paid Time Off
- Tuition Reimbursement
- Paid Holidays
- Product Discounts
- Competitive Compensation
- Opportunities for advancement