

Business Development Manager

Full-time

New England Trade, Inc. continues helping leading companies grow their business through innovative marketing and business solutions since 1980 – all through a cashless economy. By accepting an additional form of currency, trade dollars, businesses are able to pay for transactions within the exchange. We are seeking an enthusiastic individual who wants a career in business-to-business sales and development. The Business Development Associate is a commission-based, support position that involves contacting prospective and existing referral sources. In this role, you will be tasked with generating new members in our ever-growing client base. This is not an inside sales position, as you will be required to meet with prospects daily. You will take part in a comprehensive training program to educate you on the various aspects of the Barter industry.

Representative's Responsibilities:

- Meet with and educate local businesses on the benefits of barter and how it can grow their company
- Engage with prospective referrals sources via phone, e-mail and in-person meetings
- Actively follow-up on member referrals
- Input prospective members into CRM system, Salesforce.
- Analyze and research industries which are limited or absent from the membership
- Discover business development opportunities for future growth
- Represent New England Trade, Inc. at various networking events

Who We Are Looking For:

- A self-motivated, energetic individual dedicated to being a part of a growing organization
- Strong written and verbal communication skills
- Demonstrates the ability to set and achieve goals
- Is proactive and manages time well
- Elicits superior customer service
 - Have the ability to maintain relationships and respond in a timely manner
 - Requires attention-to-detail and the ability to think creatively
- Able to multitask, as well as handle competing priorities
- Ability to work both independently and in a team environment
- Knowledge of Microsoft Office applications
- Familiarity with Salesforce.com a plus
- Knowledge of Social Media Platforms (i.e. Facebook, Twitter, LinkedIn, Google+)
- 1-3 years of relevant outside sales and/or business-to-business experience
- College degree preferred

Perks & Benefits:

- Salary: Commission-based
- Healthcare, 401K, and Dental & Vision Allotment

If this position seems to be a perfect fit for you, please send your resume and cover letter to careers@newenglandtrade.com and highlight why you would make a successful Business Development Associate for New England Trade.

For more information please visit www.newenglandtrade.com or email careers@newenglandtrade.com.

New England
Trade
Established 1980

“The Ultimate Business Network”