

# **G+E** GRAND + BENEDICTS // JOB DESCRIPTION

Grand + Benedicts, Inc., is a leading designer and builder of retail displays headquartered in Portland, OR. Grand + Benedicts is a place where people are at the center of everything we do. We believe our employees are our greatest asset and our competitive advantage.

We currently have an opening for a dynamic Business Development Manager to join our sales team. This position may be remote or hybrid depending on assigned sales territory.

## **As a Business Development Manager you will:**

- Prospect new business with leading national retailers and brands
- Manage and grow existing business within assigned territory
- Qualify and develop leads generated via the company website and other marketing activities
- Work closely with an internal team of Project managers and Designers to support and grow customer accounts.
- Travel to various locations for regular client visits, corporate headquarters of leading national retailers and brands, and Grand + Benedicts' home office
- Develop strong relationships with key contacts
- Communicate sales orders with Accounting and Shipping departments

## **Experience and attributes essential for success:**

- Bachelor's Degree or equivalent in a related discipline
- Three (3) years of Sales, Account Management or Project Management skills preferred
- Strong understanding and execution of the sales process
- Work well independently as well as within a team
- Ability to showcase our offerings in a compelling way
- Ability to conceptualize in 3D and read store layouts or fixture drawings
- Knowledge of apparel and/or footwear industry or retail merchandising preferred
- Basic knowledge of production process typically using wood and metal preferred

Grand + Benedicts, Inc. offers competitive compensation, holiday bonus, a 401k plan, annual profit-sharing contributions, paid-time-off benefits, medical/dental/vision/life insurance for employee and dependents and various cafeteria benefit options. Employees can take advantage of our on-site exercise facilities and equipment or gym membership reimbursement for employees located at satellite locations.