

**Job Title:** Business Development Manager

**Direct Report:** President

**Hours:** Monday - Friday with flexibility to accommodate different time zones with regular travel

**Compensation:** Salary (DOE) + commission + benefits

**Location:** Bellevue, WA

**Key Result Areas:**

- Grow company exposure opportunities and sales
  - Implement prospecting plan
  - Document sales activities and results
  - Represent the company *appropriately*
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**Duties:**

- Generate & manage prospect inquiries
- Actively pursue qualified prospects
- Maintain CRM database with prospects and projects
- Develop sales strategies and develop action plans to enter new or existing markets
- Attend all relevant Trade Shows

**Education:**

- Bachelors in business or equivalent experience

**Skills & Experience:**

- 3+ years in a business development position, preferably in business to business environment
- Demonstrated effective written and oral communication abilities
- Possess strong analytical and project management skills
- Ability to maintain positive attitude under pressure and work effectively with diverse clients
- Highly organized with excellent record keeping skills
- Possess strong competency using all Microsoft Office Suite products (Word, Excel, Power Point, Outlook, Project)
- High energy with excellent people skills able to develop effective relationships
- Able to deal with rejection

**About the Company:**

Restaurant Design & Sales / Galley Design & Sales (RDS/GDS) is a team of professional food and beverage consultants and recognized design build leaders for the land and marine market space, providing specialized alternative custom solutions for over 35 years.

Our mission is to provide a collaborative relationship in which our clients' needs are responded to with creative solutions that stand out in the industry, while respecting budget, timeline, site, cultural and environmental constraints.

Our team culture embraces the values of enthusiasm and toughness. We are prepared, reliable and conduct our business affairs honestly. Collaborative teamwork within promotes growth and is part of our core and foundation.

Learn more about our company at our websites:

[www.restaurantdesignandsales.com](http://www.restaurantdesignandsales.com)

[www.galleydesignandsales.com](http://www.galleydesignandsales.com)

**Qualified candidates please reply to: [info@restaurantdesignandsales.com](mailto:info@restaurantdesignandsales.com)**

**All candidates should include a cover letter, professional references and salary requirements.**