EMPLOYMENT OPPORTUNITY

Position: New Business Development Account Manager
BOS Holdings Company: BOS Orlando
Location: Lake Mary, FL
Status: Full Time

About BOS

BOS, a 100% employee owned (ESOP) organization that has been named one of Best 100 Places to Work for the past five years by Crain's, is looking for an experienced New Business Development (NBD) account manager to join our Orlando, Florida team.

Why BOS:

- 100% Employee Owned (ESOP)
- Employee Stock Ownership Plan
- Crain's Best 100 Places to Work 2018, 2020, 2021, 2022, 2023, 2024
- World's First (and consistently top & Best In Class) Haworth Dealers
- One of Market's Best Compensation Packages
- Career Advancement Opportunities
- Medical and Dental Benefits
- 401k Program, Dental, Life, Medical and Vision
- Paid Time Off
- World-Class Workspaces in Chicago, Roselle (HQ), Tampa and Orlando
- Winning Culture
- Professional Development Programs
- Flexible Work Schedule

Job Description

The NBD Account Manager role is a highly visible sales role that will devote their time to developing long-term relationships with clients and influencers by deploying a consultative selling approach. The NBD Account Manager will be responsible for growing sales and doing so by fostering long-term relationships in several capacities.

Job Responsibilities

The ideal candidate will be able to appropriately identify the needs of both new and current customers in order to aid customers. This will be done by developing an appropriate level of communication with clients and internal team members to better understand and mitigate any issues the customers may face during the creation of their workspace. Job responsibilities include:

Identifying new prospective customer firms and the appropriate buying influence within customer firms.

Growing sales and profitability by leading the sales process including the development of creative and innovative solutions to meet and exceed customer needs. Key highlighted responsibilities in this process include, but are not limited to:

- Identification and qualification of the specific requirements and scope of work of the customer firm.
- Identification of buyer's pricing goals and delivery requirements.
- Developing a clear understanding of the project timeline.

Collaborating with all internal departments and fellow employees to meet and exceed customer's overall requirements.

Providing complete and timely communication from proposal to execution to minimize cost, improve coordination and create an extraordinary customer experience.

Facilitating customer requests for pricing, specifications, information, and other service requirements. This can involve providing quotes, determining gross profits, negotiating pricing and terms, cost/benefit analysis, reviewing finishes and options.

Exceeding assigned sales quota and gross profit objectives.

Collaborate with Business Development team to leverage relationships with influencers (Commercial Real Estate, A&D firms, Construction and Facilities Management) and identify opportunities. Key highlighted responsibilities in this process include, but are not limited to:

- Attending networking and industry related events.
- Participating in, planning or hosting events in our inspiration centers/showrooms.
- 1:1 meetings or group meetings to promote BOS capabilities.

Utilizing company software and technology which includes ERP and CRM to continually update both quotes and client-facing activity. Provide timely and accurate sales forecast.

Job Requirements

- Bachelor's degree or applicable job experience.
- Business Development and Consultative sales skills with strong relationship-based mentality.
- Ability to work independently and within a team environment.
- Articulate and well accustomed to a client facing role
- Willingness to travel as required.
- Efficient planning and effective time utilization skills
- Previous account management experience
- Preferred two to three years of business-to-business sales experience in Commercial Interiors, Office Furnishings or in a related industry capacity.

Interested? Send your resume to Angel Shawver - angel.shawver@bos.com