

JOB DESCRIPTION: Business Development Manager
JOB CODE: SALES-BDM
DEPARTMENT: Sales & Marketing
REPORTS TO: Sales Manager
TYPE: Full Time
DATE UPDATED: January 05, 2022

ABOUT US

AgriBriefing is a media company with a focus on Agribusiness.

By 2050, there will be an estimated 9 billion people to feed on the planet: they will need protein, they will demand more choice, and they will insist it is delivered in a sustainable manner.

Agriculture is the most important industry in world and is currently undergoing the biggest transformation in its history. Agribusinesses around the world need to connect with one another and share data, news, insight, and analysis that will help their companies survive and evolve to meet the needs of the consumer and our planet.

Urner Barry is the North American division of AgriBriefing. For over 160 years, Urner Barry has empowered people that feed the world. We strive to be at the forefront of delivering market news, quotes, data, and analysis to influential players across the supply chain.

POSITION SUMMARY for the Business Development Manager

Working out of Toms River, NJ corporate office, Urner Barry's Sales team has an opening for a **Full-Time Business Development Manager (BDM)**. This person is responsible for strengthening Urner Barry market penetration through acquisition of new accounts. Using several resources including but not limited to Microsoft CRM, LinkedIn, ZoomInfo, Trade Shows and associations, the BDM will gather intelligence on prospective Comtell subscribers. After qualifying leads, the BDM will pursue first contacts, perform in depth discovery, demonstrate services, and close sales.

By working with our Sales Team, Renewals Manager, and Customer Engagement Specialist, this person will be expected to close new deals, expand new business, and exceed individual sales targets. BDR is expected to accurately and on a timely basis document sales activity. As employee development is essential, responsibilities and job function may expand and evolve proportionate to the employer's needs.

ESSENTIAL FUNCTIONS for the Business Development Manager

- Hunter mentality to acquire new accounts.
- Present product demonstrations for new opportunities.
- Consistent and on plan revenue delivery through lead identification, qualification, and sales pipeline management.
- Understanding of the sales process and consultative selling skills to fully meet the needs of clients.
- Identify key influencers and decision makers within targeted accounts.
- Professional interaction with UB staff and internal stakeholders.
- Effective use of resources to develop consistent stream of new business leads.
- Limited travel required

QUALIFICATIONS for the Business Development Manager

- Sales Experience preferred.
- Bachelor's Degree or higher preferred but not necessary, ideally in Business.
- Strong negotiation skills.
- Confident and persistent.
- Problem-solver with the desire to create and develop opportunities to expand business.
- Excellent presentation and demonstration skills both in a group setting on phone, and on camera.
- Confident, persistent, and inquisitive
- Command of PC Windows environment, Microsoft Office, and CRM.

COMPENSATION

- Base salary plus commission
- Health, Life, Optical, Dental and Orthodontic Insurance, 401k w/ Match

PERKS of WORKING at AGRIBRIEFING

- AgriBriefing is committed to offering employees flexible working post-pandemic and creating an environment where each employee can work in the manner that best supports their needs, the needs of their immediate team and that of our customers.
- This job will be based out of our Toms River office and employees will need to be able to come to the office at least 3 days per week.
- Employees are free to use the office facilities full time, or work from home the remaining 2 days per week.
- Initial probationary period of 90 days.

SUBMIT RESUME TO: Human Resources
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E-mail careers@urnerbarry.com

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