

## **Job Title: Business Development Manager For Dynavac**

**Reports To: Executive VP of Sales**

### **Job Purpose**

The Business Development Manager responsibility is developing new sales in thin film deposition systems and equipment to achieve top line growth. In this role you will work closely with Product Management and Marketing to define the go-to-market strategy, lead its implementation, and ensure continual year over year sales and profit growth. You will be responsible maintaining executive relationships with key external business partners and identifying growth markets for Dynavac products and services. This position will report to the Executive Vice President of Sales.

### **Authority Statement**

The Job Title listed empowers the Incumbent with the authority to execute all duties and responsibility listed below. In the event of a conflict of authority, the Incumbent shall elevate to direct supervisor for resolution.

### **Duties and Responsibilities**

- Hunt for new customers and opportunities in target markets, cultivating relationships with new prospects
- Develops and implements strategic sale plans to reach corporate goals.
- Develop relationships with existing Thin Film customers to develop strong customer referrals and jointly publish case studies
- Practice consultative sales approach, leading sales engineering team to deeply understand customer requirements and match to Dynavac Capabilities
- Work collaboratively with Dynavac internal functions to prepare costing, pricing, and delivery estimates
- Direct sales forecasting activities and sets performance goals accordingly.
- Directs channel development activity and coordinates sales distribution by establishing sales territories, quotas, and goals.
- Uncover opportunities to make full use of the Dynavac Thin Film Application Lab
- Communicates marketing and advertising activity.
- Delivers sales presentations to key clients.

- Establish our position as market leader by identifying topics for Dynavac white papers, presentations, etc.
- Meets with key clients, maintaining relationships and negotiating and closing deals.
- Prepares periodic sales report showing sales volume, potential sales, and areas of proposed client base expansion.
- Monitors and evaluates the activities and products of the competition.
- Any other Responsibilities deemed by the Executive Vice President of Sales.

## Qualifications

- Bachelor's Degree Required
- 5 year's field sales experience in industrial markets
- Industry experience a plus
- Be highly responsive to customer inquiries; providing timely, accurate, and value-added responses
- Ability and desire to travel at least 50%
- Technical background at a minimum
- Ability to develop a thorough knowledge of Dynavac Products, specifications, and options and also the ability to prepare and present to customers or at conferences.
- Ability to manage multiple, complex projects and changing priorities; work extended hours when required, make sound decisions under pressure, and work effectively in a team environment.
- Experience interacting with customers on a regular basis
- Must be willing and able to travel throughout the assigned territory along with trade shows, conferences, and other company events.
- Must be comfortable with Sales metrics and goals
- Strong analytical, problem solving, and decision-making skills
- High degree of professionalism with strong communication, leadership skills and teamwork orientation
- Lead new project/opportunity process from opportunity to quote to order and coordinate with engineering and operations to ensure on-time delivery and quality.
- Develop business within Industrial markets via sales and marketing efforts to targeted customers or markets.
- Computer skills: MS Office (Word, Excel, Outlook, PowerPoint & Teams)

## Working Conditions

Mostly stationary work with occasional movement throughout the facility to access files, chambers, office machinery, etc. Works at a desk and a computer screen for extended periods of time. Employee must be able to manually enter data to the computer system and understand the screen and images that appear. Frequently lifting and carrying up to 10 lbs and occasionally lifting up to 50 lbs. Use of hands to hold, lift and handle materials. Occasional climbing, bending and squatting. Periodic travel may be involved. When traveling, significant portions of travel time (both car and air) may involve extended sedentary periods. Subject to weather and adverse driving conditions when outside.

## Direct Reports

Direct Reports: No, may add as growth demands and market is established

## FLSA: Exempt or Non-exempt

Exempt Full-Time 40 hours/week

<b>Manager:</b>	
<b>Date:</b>	
<b>Employee:</b>	

\*Reasonable accommodation may be made to enable individuals with disabilities to perform the essential functions. \*