



microgigantic
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Minneapolis, MN 55401
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JOB DESCRIPTION: Business Development Director

Are you a natural networker who starts up conversations wherever you go? Can you connect people with solutions? If so, we want to connect with you.

PRIMARY ROLE: The Primary role of our Business Development Director (BDD) is to identify, develop, and acquire new clients for Microgigantic. The BDD works directly with the President and the leadership team to ensure that Microgigantic (Mg) is pursuing and closing the very best opportunities with the very best clients. Basically, ABC...Always Be Closing.

SECONDARY ROLE: The Secondary role of the BDD is to assist in enhancing and improving sales materials and processes. We have a great story and you can help us tell it.

TYPICAL DUTIES & RESPONSIBILITIES:

- Identify and develop new prospects
- Use social media to promote Mg and generate potential leads
- Coordinate with strategic partners to generate new business opportunities
- Network and meet with new prospective clients to identify potential leads
- Use and tailor as necessary existing Mg sales material with new prospects
- Develop proposals
- Confirm qualified leads and conduct proposal meetings
- Win new contracts
- Develop new clients for Mg
- Research and understand Mg's competitors in the marketplace. Develop win strategies and positioning for Mg to beat competitors

EXPERIENCE/EDUCATION/QUALIFICATIONS

- 2 - 5 Years in sales targeting Marketing and Corporate Communications executives. This job is your chance to be a big fish in a small pond.
- Completion of sales training program
- Entrepreneurial, driven, organized, connected

SUPERVISION:

Reports to: President

Collaborates with: CEO, Chief Creative Officer, Head of Production

You have got the skills and we have the prime opportunity for you to use them. So if you know sales and business development, we want to know you.

microgigantic is an equal opportunity employer. No agencies please.
www.microgigantic.com