

Thermaco Incorporated

POSITION DESCRIPTION

Position Title: Business Development Manager

I. POSITION SUMMARY

We are seeking a motivated and experienced Business Development Manager to cultivate durable business relationships, produce greater levels of brand trust, and to spread domain technical knowledge with Thermaco's key audiences. The Business Development Manager is responsible for generating relationship-driven sales opportunities primarily through phone calls, emails, webinars, and other forms of remote communication. Occasional travel to visit with customers and influencers will be required also. He or she works as a member of an innovative team of marketers and engineers on product and process improvement projects.

The ideal candidate has proven experience working in a sales or marketing position, shows excellent leadership and interpersonal skills, and has great written and verbal communication skills. He or she must be able to learn relevant technical knowledge at a deep level and articulate it in a way different audiences can understand. He or she must be capable of frequent task-switching and enjoy working with people from diverse backgrounds.

II. ABOUT THERMACO

Thermaco® creates technology for removing pollutants generated from our modern lifestyles and preserves the world's wastewater infrastructure for the future. Fats, oils, and grease (FOG) are harmful commercial and institutional kitchen byproducts causing sewer blockages if untreated. Through the products we make and market, Big Dipper® Automatic Grease Traps and Trapzilla® Supercapacity Grease Interceptors, we help restaurants and communities treat their kitchen waste in a responsible and efficient manner.

Join our team, make a difference, enjoy what you do, and help build an environmentally sustainable future!

III. KEY RESPONSIBILITIES

1. Proactively creating business relationships with the highest potential for scaling revenues, profits, customer satisfaction, and other positive business results. Good business relationships include end users, government regulators, engineers/architects, service providers/contractors, distributors/dealers, and other contributors to the market ecosystem. Creating and nurturing good business relationships requires relating and listening for information and opportunities to extend initiatives with the company and articulate the benefits of products and services.

2. Presenting to in person and online audiences about topics valuable to the listener and about which Thermaco has gained deep knowledge. Representing Thermaco at trade shows, conferences, workshops, and virtual events.
3. Researching markets for sales potential, maturity, and tactical requirements. Prioritizing identified opportunities. Developing action plans for addressing highest priority opportunities. Communicating with others at Thermaco about what resources are required to insure success in each market.
4. Managing responses to inquiries from customers, influencers, and intermediaries across all remote communications channels, including phone calls, emails, texts, social media messages, and live chat messages.
5. Listening to and understanding the explicit and implicit problems contained in inquiries, diagnosing the causes, and recommending solutions. Seeking help from internal resources such as other employees from different disciplines is expected and encouraged.
6. Ensuring reporting and communications is frequent and bi-directional.

Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

IV. SUPERVISORY RESPONSIBILITY

This position has no supervisory responsibilities.

V. PHYSICAL DEMANDS & TRAVEL

Works in an office and manufacturing plant environment. As-needed travel domestically and abroad. Sight, hearing, speech and written communication capabilities sufficient to interact well with individuals and groups. Responsible for working in a safe manner. This position requires up to 40% travel.

VI. REQUIRED EDUCATION & EXPERIENCE

1. A bachelor's degree in a business or technical discipline or equivalent experience in a related field preferred.
2. 3-5 years of overall business experience. Experience in a job requiring remote communications for success desired.

IX. OTHER DUTIES

Please note this job description is not designed to cover or contain a comprehensive listing of activities, duties or responsibilities that are required of the employee for this job. Duties, responsibilities and activities may change at any time with or without notice.