



Job Title: Business Development Director – Midwest

Location: Remote

Position Type: Full-time

About Us:

Accu-Steel is the premier manufacturer of high-quality fabric covered structures in North America. With over 20 years of experience in selling, building, and servicing these structures, Accu-Steel is the industry leader.

We are committed to delivering high-quality products/services and maintaining strong relationships with our clients. We are seeking a dedicated and talented Business Development Manager focusing in the agriculture sector to join our team and help us build strong, long-lasting relationships with our customers.

Job Description

Position Overview:

We are looking for a passionate and driven Business Development Director – Midwest to champion our customers' needs and ensure their success. The ideal candidate will possess excellent communication skills, a deep understanding of our products and services, and the willingness to travel as needed to engage with our customers.

Key Responsibilities:

1. Customer Relationship Management: Build and maintain strong, trusting relationships with our clients by understanding their business goals, challenges, and needs.
2. Product Expertise: Develop an in-depth knowledge of our products and services to effectively advise and guide customers on how to best utilize them to meet their objectives.
3. Account Health Monitoring: Continuously assess and monitor customer account health, identifying potential issues and proactively addressing them.
4. Issue Resolution: Collaborate with cross-functional teams to resolve customer issues promptly, ensuring customer satisfaction.

5. Feedback Collection: Act as the voice of the customer within the organization, collecting and relaying customer feedback to improve our products and services.

6. Customer Advocacy: Encourage and nurture customer advocacy, including case studies, testimonials, and referrals.

7. Travel: Willingness to travel as required to meet with customers, attend industry events, and build in-person relationships.

Territory Responsibilities:

- Primary focus is the midwestern United States
- Prospect new leads in your territory and throughout the United States
- Manage corporate assigned leads in your territory
- Work with dealers in your territory to manage leads throughout the sales cycle
- Taking a leading role in forecasting and quarterly planning
- Prospect new enterprise-to-enterprise leads in your territory
- Maintain an updated prospect pipeline and lead list
- Participate in on-going sales training
- Weekly prospecting calls and monthly in-person appointments with prospective customers

Key Metrics:

The individual's success will be measured based on their ability to successfully complete the essential duties and responsibilities outlined above. Specific monthly and year end goals will be provided.

- Volume objectives
- Market penetration
- Effective communications

Qualifications:

- Bachelor's degree in business, sales, marketing, or a related field. Relevant experience acceptable in lieu of bachelor's degree.
- Previous background in ag-related sales
- Proven experience in a customer success, sales, account management, or related role.
- Exceptional communication and interpersonal skills.
- Strong problem-solving and analytical abilities.
- A passion for customer satisfaction and success.
- Ability to travel as needed to meet customer requirements.

- Expertise in the fabric covered building industry is a plus.
- Experience with customer relationship management (CRM) software is recommended.

Why Join Us:

- Competitive salary and benefits package.
- A dynamic and collaborative work environment.
- Opportunities for career growth and development.
- The chance to work with a diverse and innovative team.
- The satisfaction of playing a vital role in our customers' success.

How to Apply:

If you are a proactive, customer-centric individual with a passion for excellence, we encourage you to apply for this exciting Business Development Director – Midwest role. Please submit your resume and a cover letter detailing your relevant experience and why you believe you would be a great fit for our team. We look forward to hearing from you!

Accu-Steel is an equal opportunity employer. We celebrate diversity and are committed to creating an inclusive environment for all employees.

Territory:

- Iowa
- Minnesota
- Wisconsin
- Indiana
- Illinois
- North Dakota
- South Dakota
- Nebraska
- Kansas
- Colorado
- Oklahoma
- Arkansas

Inquiries can be directed to:

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