

A&D Weighing, a world leading manufacturer of weighing equipment is seeking a dynamic, motivated, and success driven Business Development Manager who will be responsible for managing the sales efforts in our north central, upper Midwest territory. This position will sell and market our measurement equipment products. Our quality product line includes scales, balances, indicators and moisture analyzers.

This position is responsible for the development of new business in new markets and maintenance of existing accounts managing a \$2M to \$3M territory. Reporting to the Director of Sales and Marketing in our Weighing Division, this manager will work closely with dealers & distributors, sometimes accompanying them to the end users accounts. Prior sales experience with a proven track record is required. A minimum of 40% travel required.

The successful Business Development Manager candidate will:

1. Manage the profit and loss for their assigned territory and accounts.
2. Identify and qualify new market opportunities, including niche markets
3. Facilitate partnerships with other distributors
4. Secure sales!
5. Provide excellent sales support and rapport

The successful Business Development Manager candidate should have:

- Proven successful sales to quota
- 3 to 5 years experience in industrial or laboratory environment
- Proven experience interacting frequently with not only external customers but internal customers too!
- Excellent written and verbal communication skills and strong organizational skills
- Strong computer skills, MS office, and any CRM dbase
- Ability to think outside of the box

A&D Weighing offers very competitive compensation and benefit packages including health, dental, vision and 401K. If you have significant experience and a proven track record for uncovering, pursuing and closing new sales, expanding business in an existing client base and exceeding quotas then we want to speak with you

Email your resumes to [jobs@andonline.com](mailto:jobs@andonline.com)