



Senior Business Development Executive

Company

Grandin Solutions is a unique professional consulting firm based in Cincinnati and serving corporate clients with high quality services in Accounting, Finance, Internal Audit & Risk, and Technology. We provide clients the flexibility and expertise to deal with projects and events such as acquisitions, implementations, growth, key personnel transitions, and regulatory change. We are the premier alternative to traditional options such as public accounting or staffing firms for project-based initiatives.

We have a stellar reputation, highly qualified team of consultants, proven operating model, and impressive track record of growth. To build upon this, we are seeking a talented, experienced, professional salesperson to connect our capabilities with the needs of the Cincinnati market.

Position

The Senior Business Development Executive is primarily responsible for developing new business leads, opportunities, and ultimately revenue with new clients by meeting individual and company goals. This will be accomplished through a professional, needs based selling approach which includes outreach, scheduling and executing meetings, identifying opportunities, building relationships, team selling, follow up, and maintaining relationships.

We are seeking a polished sales professional with exceptional sales skills who can drive growth and enjoys developing brand new clients. You must be able to navigate complex organizations to find decision-makers, connect, engage, build trust and relationships, and overcome adversity in order to demonstrate our capabilities and win work.

This is an excellent opportunity for a motivated business-to-business salesperson with a track record of success developing new business. Experience selling services and solutions is a definite plus for this role.

Responsibilities

You will execute a proven sales process to achieve activity quotas and revenue goals. This will include developing new business within our service lines of Accounting, Finance, Audit, Risk, and Technology by performing the following:

- Research trends within assigned prospective clients as well as the industry

- Research and identify key decision makers within an assigned list of companies who have the potential need for Grandin's services
- Perform numerous, high quality, outreach connections by phone, email, and social platforms with those decision makers to setup the required in-person meetings each week
- Attend, and eventually conduct, the meetings with clients to identify opportunities that align with Grandin Solutions' capabilities
- Build relationships with clients through a consultative sales approach
- Meet goals on a weekly, monthly, quarterly, and annual basis related to sales activity and new revenue generation
- Plan, execute, and document all work performed and sales activity in our corporate CRM system

Qualifications

- Bachelor's Degree
- At least 2 years of successful B2B sales experience to corporate offices, preferably in a service industry
- Coachable with the ability and interest in learning
- Demonstrated track record of meeting and exceeding sales goals
- Excel at building and maintaining lasting relationships
- Exceptional written and verbal communication skills

We offer a team selling, entrepreneurial environment with an excellent compensation package. This includes a base salary, incentive compensation, and comprehensive benefits including 401(K) Plan, Paid Time Off, Paid Holidays, and Health Insurance including Dental, Life, Long-term Disability, and Vision Insurance.

Grandin Solutions is an Equal Opportunity Employer