



SENIOR BUSINESS DEVELOPMENT EXECUTIVE

Grandin Solutions is a regional consulting firm assisting some of the most recognized companies in greater Cincinnati and beyond to achieve their goals and accomplish projects. To continue our phenomenal growth, we are adding a Senior Business Development Executive to our team. In this role you will develop new business and drive revenue growth by connecting, engaging and building long term relationships with clients demonstrating our capabilities to solve their problems.

Would you like to be a part of a consulting team that is viewed as a trusted business partner to our clients for key projects? Do you thrive in solving complex challenges with a customer service mentality? Do you enjoy change and constantly learning? If so, join us to help grow a business and make a difference in the greater Cincinnati community ...and have fun in the process!

KEY RESPONSIBILITIES

- Execute a proven sales process to achieve activity quotas and revenue goals
- Develop new business within our service lines of Accounting, Finance, Audit, Risk, and Technology
- Research trends within assigned prospective clients and industries
- Research and identify key decision makers within an assigned list of companies
- Perform numerous, high quality, outreach connections with decision makers by phone, email, and social platforms to setup in-person meetings
- Meet with clients in a team selling environment to identify opportunities that align with Grandin Solutions' capabilities
- Build relationships with clients through a professional, consultative approach
- Meet goals on a weekly, monthly, quarterly, and annual basis related to sales activity, opportunities, and revenue
- Plan, execute, and document all activity within our corporate CRM system

BASIC QUALIFICATIONS

- Bachelor's degree in Accounting, Finance, or related business area
- 5+ years of successful sales experience in the professional B2B service sector
- Coachable with a strong desire to learn
- Demonstrated track record of exceeding sales goals
- Expert at building and maintaining relationships
- Exceptional written and verbal communication skills

PREFERRED QUALIFICATIONS

- Successful completion of professional sales training
- Understand accounting, finance, or IT services
- Ability to build relationships and trust across all levels of the organization



- Organized and pragmatic, thriving in a results-oriented environment

We offer an entrepreneurial environment with a strong sense of team and an excellent compensation package.

- Competitive pay package
- Exceptional benefits
- Paid Time Off
- Paid holidays
- Employer-matched 401(k) plan

Grandin Solutions is an Equal Opportunity Employer