**Position:** Business Development Manager

Reports to: Sales Director

Job Category: Sales/Business Development

Location: US – NexGen Office (Port Washington WI or Zionsville, IN or Home Office)

Posted: April 1st, 2021

**Position Overview:**

NexGenCAM, the #1 industry provider of Autodesk CAM solutions, is on the lookout for our next achievement-motivated and energetic hunter to join us as a Business Development Manager. Spend time working with the best in the business, providing our customers with Autodesk CAM solutions alongside our award-winning technical experts.  Don’t miss out on this opportunity with a growing company that has been repeatedly recognized for their year over year achievements!

**Responsibilities:**

* Bring leading-edge technology to our industry in a rapidly evolving, hot product market
* Work with your CAM Specialists to ensure the best product and service solutions for a given client
* Leverage innovative tools and resources to get your foot in the door with prospects
* Possess and continuously improve an impressive understanding of your territory and market
* Provide documentation in our CRM to track your sales wins and opportunities for continued success
* Travel 25-35% to meet with your prospects and customer base to foster business relationships and close deals
* Consistently forecast and close business in line with expectations by managing and updating systems and customer plans
* Have fun working with an award-winning team in our industry!

**Requirements:**

* A hungry sales professional, always on the lookout for new prospects
* A lifelong learner with the ability to learn new skills and adapt to changing environments
* A strong communicator with impeccable interpersonal skills and an ability to work with teams
* A persuasive and trusted advisor capable of delivering sales presentations all the way up to C-Suite execs
* A wordsmith with exemplary written and verbal communication skills
* A technology enthusiast with either a base knowledge of the SaaS business model, or the willingness to learn quickly

**Benefits**

**Who WE are:** NexGenCAM has offered best-in-class training and support for the leading CAM software suppliers since 2008. With a team that started on the manufacturing floor, we provide the best services to get your CNC machines performing. We are the #1 provider in our market, and have been recognized by Autodesk for these results 5 of the last 6 years. Join a fast growing company that has been repeatedly acknowledged for their achievements and focus on customer success.

**Why you’ll love working at NexGenCAM:**

* Tight knit team that enjoys working together and produces great results
* Full benefits packages available for health
* Vacation, Paid Holidays, and Wellness Days
* 401K with a generous employer match
* Professional development opportunities to grow your skills
* Casual office attire, with the exception of customer appointments
* Company culture that encourages innovation, tenacity, and personal and professional development