



Position: Business Development Manager

Reports to: President

Job Category: Sales/Business Development

Location: South-east Region (FL, GA, AL, MS, SC, NC, TN)- Home office in Region

Posted: February 22nd, 2022

Position Overview:

NexGen CAM is the #1 industry provider of Autodesk CAM and Manufacturing solutions in North America. We have recently expanded to provide Design and PLM, software, and services to complete our Manufacturing software solutions set. We are recruiting for a territory expansion position with an existing installed base of clients. The successful candidate will be a goal-oriented hunter, who thrives in working with a team of like-minded, high energy people. Providing skilled business development techniques to capture new business, as well as expand existing, will also be a valuable component of this position. We invite you to explore our website and the Autodesk home page, to better understand our (Design thru Build business).

Responsibilities:

- Actively identify, develop, direct and sell business opportunities, to drive significant growth. Primary assignment will be in the SAAS business model in manufacturing environments
- Work with a team of in-house Manufacturing Specialists, to best configure product and service solutions for specific client requirements in quotation or demonstration activities
- Qualify leads, provide quotations, and Maintain CRM (Salesforce) on project status, anticipated close date and next actions
- Participate/network at industry events, conferences, tradeshow, and associations.
- Effectively make technical presentations at events and via webinars.
- Travel 25-35% to meet with your prospects and customer base to foster business relationships and finalize sales agreements
- Collaborate with Product Management and Marketing on the planning and execution of Distributor marketing activities
- Work continuously with OEM partners to improve the demand forecasting and information sharing process.
- Have fun working with an award-winning, fast paced and expanding team in the SAAS business space!

Requirements:



- Bachelor's degree in Business Administration, Marketing, Engineering, or related field; or equivalent of education and experience
- A strong communicator with impeccable interpersonal skills and an ability to work with teams
- 2+ years' experience in managing a sales territory
- A persuasive and trusted advisor capable of delivering sales presentations at a variety of levels. Manufacturing leaders, management and C-Suite executives
- A technology enthusiast with either a base knowledge of the SaaS business model, or manufacturing processes

Benefits

Who WE are: NexGen CAM 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 6 of the last 7 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 NexGen CAM:

- Tight knit team that enjoys working together and produces great results
- Full benefits packages available for health and dental
- Vacation, Paid Holidays, and Sick 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/professional development