



## Business Development Manager - West

Acorn Product Development is an exciting place to work! We are a top innovator in product design and engineering for global manufacturability. Acorn has offices in Silicon Valley, Atlanta, Boston and China.

Fortune 100, 500 and numerous hot start-ups, hire Acorn to participate in the design of their newest offerings. Acorn focuses its design talents on consumer products, robotics, medical devices and networking products.

### **THINK ACORN FOR YOUR NEXT JOB!**

**In this exciting position as Business Development Manager for Acorn, you will help us to grow in the West. If our requirements fit your background, we want to talk with you!**

#### **Your Value Adds should include:**

- Bachelor's degree in business or a related field
- 3-5 years of experience as an "up and coming super star" in Sales with proven quota attainment. Experience selling high value services is a plus.
- Strong writing skills, ability to craft custom sales proposals
- Ability to network, develop and build relationships
- Strong social media presence that leads to new potential opportunities
- Smart, Personable and Confident
- Persistent, Driven and Organized
- Excellent interpersonal skills
- Passion to create memorable experiences for clients walking through our doors
- Knowledge of Microsoft Office Suite and CRM Software

#### **In This Job, You will:**

- Report to the CEO of Acorn Product Development
- Research companies to identify targets and discover key personnel
- Prospect and develop a network of engineering managers and decision makers, while maintaining solid relationships with existing and past clients
- Attend networking events and trade shows
- Schedule and attend meetings with prospective clients. Handle sales presentations regarding Acorn's capabilities.
- Author sales proposals and collaborate with the engineering team to develop budgetary estimates
- Present proposals to executives and negotiate project closes
- Organize and maintain sales CRM information/database
- Support Project Managers and Contract Administration
- Provide input to Marketing
- Be a key player in a successful company that really values its employees!

#### **Compensation**

Salary and commission, as well as full benefits plan.

**Send your resume today to: [hr@acornpd.com](mailto:hr@acornpd.com) for immediate consideration!**