

Title: Business Development Manager

Location: Atlanta, GA

Description:

We are currently looking for a Business Development Manager to grow with our Sales Team. ShopVisible is a start-up with a lot of exciting momentum and is fast-growing. We are looking for someone who has personal drive and business acumen that can lead in a sales capacity.

Key Responsibilities:

- Drive quality leads for business
- Working with potential clients to obtain the operating characteristics of their online business (due diligence process)
- Create compelling and effective demos and presentations: Lead the development of demo scripts and presentation documents for entire business development team; create cohesive, concise storylines for presentations based on data analysis and recommendations.
- Develop pricing models
- Work with marketing and colleagues to create compelling collateral, specific to prospective clients
- Complete Request for Proposals (RFP's) and other selling documents with compelling customized descriptions; come up to speed on a range of web/software technologies and business functionality/processes in a timely manner; seek out information and people within ShopVisible as needed.
- Bringing process and organization to the sales group

Required Qualifications:

- Bachelor's degree plus 5+ years of relevant business experience.
- Prior sales experience required
- Ideally experiences working within ecommerce and the retail industry is preferred but not required
- Broad base of technical/product knowledge
- Strong network of industry contacts
- Aptitude for analysis and research of markets, industry verticals and potential client's market opportunities
- Demonstrated ability to work independently and produce high quality deliverables on time.
- Demonstrated ability to incorporate urgency and strong client service ethic into every aspect of your work while keeping an eye to detail accuracy

Who We Are:

ShopVisible, LLC provides leading edge search friendly ecommerce solutions for manufacturers, retailers and distributors. Our software and services are a fully outsourced technology solution that includes software, development, design services, and best practices in online marketing, content management and search friendly ecommerce.

We provide best in class technology while limiting technology risks and costs for our clients. Our team is committed to delivering a great ROI for our customers. You can learn more about ShopVisible at www.shopvisible.com.

ShopVisible offers a challenging environment, where employees are part of a team, encouraged to come up with creative solutions to business problems, and have the opportunity to make immediate and continual impact on the business, on our clients' businesses and on their own careers. We are looking for bright, energetic and motivated individuals who are looking for an opportunity to help us continue to deliver great value to our clients and contribute in an exciting and rewarding workplace.

Salary/Benefits: Salary commensurate with experience

Please submit resumes and salary requirements to careers@shopvisible.com. No recruiters, please.