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**Position Title:** e-Learning and Learning Business Development Manager

**JOB SUMMARY:** The Business Development Manager is an individual sales contributor position responsible for successfully building a sales territory within his/her distinct market segment.

**EDUCATION:** BA/BS Degree; MBA, CPA or M.ED is useful but not required.

**REQUIRED KNOWLEDGE & RESPONSIBILITIES:**

- Meets or exceeds an aggressive sales target as established by the corporation.
- Demonstrates a willingness to call on new customers and open doors for potential relationships.
- Capitalizes on industry knowledge and contacts to uncover new business opportunities.
- Develops and maintains list of new prospects.
- Analyzes existing and prospective customer list and builds a solid pipeline of prospects.
- Develops a territory plan and sales strategy that leads to new account wins.
- Conducts research on market segment and is able to articulate market conditions by identifying and communicating factors that will change the business of current and future clients.
- Calls on and conducts discovery interviews with prospective clients at the appropriate level of decision making.
- Maintains a customer service oriented approach in providing a consultative service to major stakeholders.
- Responsible for closing \$1-2 Million of business sales revenue within the corporate vertical market.

**EXPERIENCE/QUALIFICATIONS:**

- Minimum of 5 years of solutions based, consultative sales experience.
- Proven track record in effectively developing sales strategy and delivering results through others.
- Strong financial acumen, with experience developing metrics and pricing.
- Strong analytical skills with exceptional attention to detail.
- Contract negotiation experience and a high run rate at closing deals.
- Outstanding presentation skills.
- Broad knowledge of sales skills and techniques.
- Experience in learning technology, preferred but not essential
- Must be highly motivated, organized, able to travel, reside in the territory, work independently and possess strong selling skills.