

**Job Title**

Business Development Manager

**Location**

Lake Villa, IL

**Job Description****About ID Label Inc:**

Since 1994, ID Label has been one of the nation's leading manufacturers of custom, variable-information barcode labels. Our solutions are used by thousands of global organizations to keep their businesses moving with efficiency, speed and accuracy – critical requirements today, driven by rapid growth in e-commerce sales. ID Label's expert sales consultants are passionate about working with our customers to provide smart ideas, insights and innovative products.

We provide design engineering, production, signage and nationwide installation services for organizations in the warehousing, supply chain, and manufacturing markets.

We are currently seeking a motivated, solutions-oriented B2B business development specialist to join our growing and successful organization!

**Summary:**

ID Label business development specialists use their expertise in sales along with product knowledge to foster current account growth and generate new business to drive company revenue. The ideal sales rep has excellent analytic skills to identify key opportunities like client pain points and demonstrate ID Label's value as a provider of innovative solutions.

**Responsibilities:**

- Present and sell company products and services to new and existing customers
- Reach agreed upon sales targets by the deadline
- Develop a new book of business through cold calling, social selling and converting leads generated by the company's various marketing activities.
- Build and promote long-lasting customer relationships with direct end-user accounts and channel partners
- Continually develop knowledge of the business climate, industry segments, product applications and competition.
- Use technical expertise to plan and modify product configurations to meet customer needs.



- Create quotes, proposals, and other technical specification documents.
- Work closely with service and support to ensure customer satisfaction; support other sales team members to act as a combined unit

**Qualifications:**

- Previous experience in B2B sales, auto ID, or barcode labels a plus
- Familiarity with CRM platforms
- Experienced in using Microsoft Office suite software
- Ability to build rapport with clients
- Highly organized; deadline and detail-oriented
- Bachelor's degree required; in business or related field preferred

**Benefits:**

All ID Label employees enjoy a wide range of benefits, including robust medical and prescription drug coverage, paid time off and a generous 401(k) and profit-sharing plan. Compensation is competitive and commensurate with experience.