



## **Business Development Specialist**

### **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, manufacturing, electronics, cleanroom, calibration, medical, laboratory, apparel and library markets.

### **JOB BRIEF**

ID Label seeks a motivated B2B sales representative to join our growing and successful organization. You will be responsible for achieving customer acquisition and revenue targets for new and existing accounts in the warehousing, distribution, manufacturing and other vertical industries.

We offer competitive compensation and generous benefits including 401k, profit sharing and robust health insurance options. Year one: base salary + bonus. Thereafter: full commission without caps.

This position is based in a new remote Chicago sales office (state-of-the-art coworking space). Option to be based at ID Label's headquarters in Lake Villa, Ill. Up to 10 percent travel required (customer site visits, trade shows).

### **KEY RESPONSIBILITIES**

- Achieve annual sales targets across products and segments for direct and indirect B2B accounts
- Build and promote long-lasting customer relationships with direct end-user accounts and channel partners by understanding their needs and demonstrating ID Label's value as a provider of innovative solutions.
- Successfully close sales opportunities by developing a new book of business, cold calling, social selling and converting leads generated by the company's various marketing activities.
- Continually develop knowledge of the business climate, industry segments, product applications and competition.

### **DESIRED BACKGROUND AND REQUIREMENTS**

- 1-2 years' experience in B2B sales or equivalent.
- Bachelor's degree in business or related field preferred
- Excellent time management and organizational skills; detail oriented
- Able to work in a fast-paced environment and handle multiple proposals and projects.

- Highly motivated, confident, results-oriented team player with professional, positive demeanor and high integrity who is anxious to learn, grow and succeed in this role
- Familiarity with CRM software, social selling and Office 365 software suite

## **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.

Send resume and cover letter to [careers@idlabelinc.com](mailto:careers@idlabelinc.com)