

**Business Development Manager**

**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 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, calibration, medical, laboratory, and library markets.

**JOB BRIEF**

ID Label seeks a high-performing, motivated, solutions-oriented 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 highly competitive compensation (no cap on commission potential),* and generous benefits including 401k, profit sharing and robust health insurance options.

This position can be based at ID Label’s headquarters in Lake Villa, Ill. Remote/hybrid considered. 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.
* Aggressively develop new sales opportunities by a combination of mining a current book of business, cold calling and converting leads generated by the company’s various marketing activities.
* Prepare quotes, proposals, and other customer specific documents. Work closely with service and support to ensure customer satisfaction; support other sales team members to act as a combined unit.
* Continually develop knowledge of the business climate, industry segments, product applications and competition.
* Collaborate to develop strategies and methods to increase sales.

**DESIRED BACKGROUND AND REQUIREMENTS**

* 5+ years’ experience in B2B solutions sales; auto ID or barcode labels a plus.
* 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.
* Strong professional communication skills both written and verbal.
* Familiarity with CRM software, social selling and Office 365 software suite.

**BENEFITS**

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