



## **ABM Federal - MPS Business Development Manager**

### **Summary**

The MPS Business Development Manager is expected to be a hunter searching for new opportunities focusing on managed print opportunities within the government space. They are responsible for establishing new and existing business expansion, with a solutions-based selling approach. Reports directly to the VP of Sales.

### **Essential functions**

Research and prospect new business opportunities.

1. Motivated to hit the phones, pavement, social networks, email, research tools and any other method to drum up new business. Always looking for the next opportunity no matter where you are.
2. Qualify prospects against company criteria for ideal customers and sales. Design and generate professional correspondence in Microsoft Word, spreadsheets in Excel, presentations in PowerPoint, and supporting charts / tables / graphs. Other programs such as "Prezi" may also be utilized for presentations. Proofread copy for spelling, grammar, and layout making appropriate changes and recommendations.
3. Develop and maintain territory plans which outline how sales targets will be met on an ongoing basis.
4. Develop and maintain key account plans that identify opportunities for company to deliver value, strategic motivators, main stakeholders, buying processes and forecasted sales.
5. Consult with prospect about business challenges and requirements, as well as the range of options and cost benefits of each.
6. Leverage OEM, Distribution, or other relationships to help drive MPS growth.
7. Maintain a high level of relevant domain knowledge to have meaningful conversations with prospects.

### **Core Competencies**

- Strong organization and time management skills - Demonstrates the ability to multi-task and prioritize effectively, develops strong daily / weekly action plans, consistently meets deadlines.
- Teamwork – Ability to work both independently and collaboratively with a team.
- Excellent verbal and written communication skills – Is clear and concise, conveys concepts and messages effectively with internal staff and external parties.
- Good judgement and critical thinking skills – Good "active listener", seeks to understand situations before responding, able to consult with a positive demeanor.
- Initiative-taking – Utilizes analytical skills to effectively interpret and anticipate needs.
- Decision Making – Can make well-reasoned decisions in the absence of specific direction. Swiftly refers problems / issues to the appropriate person(s) when necessary. Works effectively without constant or direct supervision or guidance.
- Driven to succeed and overcome all obstacles.

### **Required Education and Experience**

- Preferred Bachelor's degree in Business Administration or related degree.
- 3 years' experience in a MPS or solution-selling role
- Experience in a government focused business also a plus.

**Note:** This job description should not be construed to imply that these requirements are the exclusive standards of the position. Incumbents will follow any other instructions, and perform any other related duties, as may be required. The employer has the right to revise this job description at any time. The job description is not to be construed as a contract for employment.