



Job Description

Job Title	Business Development Manager		
FLSA Status	Exempt	Supervisory	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No

Position Summary:

PDG Consulting (PDG) is a Los Angeles, California based software consulting firm specializing in custom Web Application Development, Business Intelligence, and Digital Transformation for the Media & Entertainment and Content Distribution industries and beyond. We are looking for an ambitious, energetic, and strategic Business Development Manager to lead us in expanding our clientele for our services and products. You will be the front of the company and will have the dedication to create and apply an effective business development sales strategy. The goal is to drive sustainable financial growth through lead generation and lead nurturing, and the forging of strong relationships with current and future clients for our services and products.

If you are a motivated self-starter who has a passion for working in a highly collaborative and dynamic team environment, we would love to hear from you!

Principle Duties and Responsibilities:

- Responsible for leading the strategy, implementation, and management of business development activities
- Develop a growth strategy focused on identifying new clients for services and products
- Researching, planning, and implementing new target market initiatives and customer needs
- Find and follow new sales leads and moving them through the sales cycle; arrange business meetings with prospective clients
- Promote the company's products/services addressing or predicting clients' objectives
- Provide trustworthy feedback and after-sales support
- Build long-term relationships with new and existing customers
- Manage company and client expectations
- Help lead creation of sales pitches
- Work and guide Leadership Team to evaluate sales strategy and results

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Requirements & Skills:

Required:

- Minimum of 5 years of proven working experience as a business development manager, sales executive, or a relevant role in Software Development or SaaS
- Goal-oriented with proven sales track record generating leads across multiple target markets
- Experience evaluating markets and developing strategic business plans
- Able to analyze data and sales statistics and translate results into better solutions
- Experience speaking and developing relationships with C Level Executives in a technology consulting environment
- Excellent interpersonal, communication (written and verbal) and presentation skills with customer centric mentality
- Strong ability to identify leads, nurture prospects, and build rapport with current and future customers
- Ability to work independently; excellent organizational, planning, and time management skills
- High proficiency using MS Office Suite (PowerPoint, Word, Excel) and nurturing leads using CRM software (e.g., HubSpot, Salesforce, etc.)
- BS/BA in business administration, sales, or relevant field

Other Duties:

- Performs other duties and special projects as assigned.
- PDGC LLC is an Equal Opportunity / Affirmative Action Employer.