**Position: Business Development Manager – Projects**

**Location: Salt Lake City, UT or Denver, CO**

**General:**

Our company is seeking a Business Development Manager to lead our project pursuit efforts. Responsibilities include prospecting for and qualifying capital project opportunities. Such efforts could be in collaboration with the Rust sales team and product partners. The primary focus will be on building the top end of the Rust sales opportunity funnel and coordinating the efforts of necessary resources to maximize our success by increasing sales revenue and gross margin.  Other responsibilities include account and territory strategic planning and monthly key activities reporting.

**Role + Responsibilities**

As a Business Development Manager, you will interact with industrial & commercial end users, original equipment manufacturers (OEMs), & system integrators to prospect for opportunities to offer the products & services of the manufacturing partners that Rust Automation & Controls represents.

* Prospect, vet, develop, and manage potential project opportunities using industry reports (IIR/PEC, ConstructConnect, Dodge, etc.), leads from various partner resources, and self-research.
* Prospect & promote products, solutions, & services to the commercial & industrial accounts within the region.
* Promote Rust project capabilities through personal visits, video conferences, emails, text messages, & telephone calls.
* Coordinate project efforts with manufacturing partners via telephone calls, emails, text messages, webinars, seminars, & on-site visits.
* Work with our Outside Sales Account Managers to grow sales opportunities in their respective territories.
* Perform site walkdowns in industrial & commercial environments.
* Manage a robust CRM database with accounts, account contacts, active opportunities, & projects.
* Articulate solutions & work with a team to execute.

**Job Requirements**

* At least 2 years of experience in industrial sales.
* Travel within a multi-state region with moderate overnight travel required.
* Self-motivated with the ability to set aggressive goals & execute plans to exceed them.
* Willingness to be teachable & learn.
* Demonstrate resilience with a can-do attitude.
* Excellent interpersonal communication, and the skill to listen first to the customer’s needs.
* Ability to effectively manage customer expectations & anticipate potential opportunities.
* Ability to communicate in a timely manner to customers, Rust Automation & Controls managers, & manufacturing partners
* Ability to prioritize & manage time effectively to accomplish assignments & meet deadlines.
* Ability to work independently.
* Ability to use internal resources to produce a common result.
* Computer skills (Microsoft Office, NetSuite, Salesforce, etc.)

**Company Info**

Rust Automation & Controls is a family-owned business and possesses a fantastic culture, balancing work, and family. With a strong pioneering spirit it has been offering industrial automation equipment and solutions since 1976. Headquartered in West Jordan, UT with dozens of satellite locations, Rust Automation & Controls covers more than 2 million square miles in the Western half of the United States.

* Do you have a pioneering spirit & are you looking to work for a growing company with a great culture?
* Do you enjoy working with a motivated team that provides the best solutions for their customers?
* Do you exemplify what great looks like?
* Do you enjoy solving problems?
* Do you accept challenges?

If you said YES to all these questions, then Rust Automation & Controls wants you to join our family!