

# Business Development Manager



## Company Summary:

**Channel Partners** provides access to short term working capital loans/advances to small business owners. Transactions are originated through independent equipment finance companies and from direct solicitation of small businesses.

Channel Partners offers a flexible work environment where we all focus on customer relationships, growth, innovation and our team members. We encourage and enable personal and professional growth of our employees.

Compensation includes a base salary plus a monthly commission and other incentives. Benefits include health, life, LTD insurance plans and a company 401K plan.

## Position Responsibilities:

A Business Development Manager works directly with our referral partners to help them identify referral opportunities for our various working capital finance programs. The Business Development Manager is measured and compensated by number of monthly referrals and loan volume generated by assigned partners.

The best candidates will be self-driven, innovative thinker, team oriented and anxious to be a part of a rapidly growing business. Key responsibilities include:

- Influencing existing and potential referral partners on the merits of doing business with Channel Partners.
- Providing working capital product information, features, and benefits to referral partners.
- Building relationships and conducting marketing/sales presentations via phone and in-person meetings.
- Representing Channel Partners at industry association events.
- Maintaining referral partner information and activity logs. Reports are required.
- Maintaining confidentiality of all customer and company records and account numbers.
- Performing other duties as required.

## Skills and Specifications:

- Must have excellent written and oral communication skills.
- Professional and mature business poise.
- Should have high level of adaptability.
- Ability to meet sales targets and deadlines.
- Competitive drive and strong history of accomplishment.
- Required knowledge of computer skills and proficient in Microsoft Office (Excel and Word).

## Education and Qualifications:

- 4 year degree is preferred.
- Previous business to business sales experience is preferred.
- Previous relationship management experience a plus.