



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. Thousands of global organizations use our solutions to keep their businesses moving with efficiency, speed, and accuracy – critical requirements today, driven by rapid growth in 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, apparel, and library markets.

JOB BRIEF

ID Label seeks a high-performing, motivated, solutions-oriented B2B sales professional (Business Development Manager) 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, 3PL, 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 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, selling across all products and services.
- Develop new sales opportunities by a combination of hunting new opportunities, mining a current book of business, 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; Constantly develop knowledge of the business climate, industry segments, product applications, and competition.
- Collaborate to develop strategies and methods to increase sales and support other sales team members to act as a combined unit.
- Proactively participate in department and company improvement projects

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 a 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 employees, along with prescription drug coverage, paid time off, plus a generous 401(k) and profit-sharing plan. Compensation is competitive and commensurate with experience.