



ARS Job Description

Job Title: Business Development Manager

Work Location: Rhode Island

Division/Department: Business Development

Reports To: Chief Sales Officer

Full-time
 Part-time

Exempt
 Non-exempt (hourly)

Labor Grade: EX01

ARS Restoration Specialists provides expert emergency cleanup and restoration. We respond to your emergency loss quickly to help minimize the damage caused by your emergency situation. Our goal is to provide clients with quality restoration services to restore their property to pre-loss condition. We focus on repairing before we replace. Our responsibility to the client is to preserve and restore the affected property and to limit the extent of the loss from smoke, fire, water and storm damage whenever possible.

ARS Restoration Specialists has a professionally and financially rewarding opportunity for an enthusiastic, motivated salesperson with 5+ years of successful outside sales experience.

At ARS, you'll have the opportunity to work for a New England leading company that has been helping people recover from water, fire, smoke, food and mold damage for almost 30 years.

Job Description:

We are looking for an experienced B2B, successful sales professional who loves to build new customer relationships through networking and thoughtful prospecting. If you are a motivated, competitive and enthusiastic salesperson, focused on being the best and have a desire to work with people who consistently strive for excellence, you want to talk to ARS. Prior experience marketing to educational institutions both public and private a plus.

Specific Responsibilities:

- Creating new client relationships across our major market segments through "in-person" sales in Connecticut with particular focus on development relationships in the education sector.
- Driving new revenue opportunities to ARS through thoughtful territory management
- Focusing on obtaining "Big Meetings" with prospects and clients in our target business categories
- Managing and enhancing existing client relationships
- Working with Operations personnel to resolve customer service issues in a timely fashion
- Assists Operations and Accounts Receivable personnel with the timely collection of funds due A.R.S. as needed
- Attends conferences, sporting events, conferences and other events to continually develop prospects and build relationships
- Markets a variety of technical training programs offered by the Company to customer groups including, but not limited to, OSHA, lead renovation, water mitigation, fire/soot cleanup, and more.

Qualifications:

- Superior networking skills are essential to success in this position
- Demonstrated ability to get to the key decision makers in an organization and schedule "big" meetings
- Demonstrated experience in developing lasting, productive business relationships
- Three + years of successful outside sales experience; restoration service sales a plus
- Excellent communication skills: articulate, persuasive and enthusiastic
- Strong presentation skills
- Prior sales experience in the education sector a plus