

Business Development Manager

About the Job

The Greater San Diego Association of REALTORS® is the premier real estate trade association in San Diego. We are the largest association in the state and the largest trade association in San Diego. We make a difference by providing training, benefits and resources to help our members excel in the real estate industry and we are looking for an experienced Business Development Manager to join our team.

Summary

The Business Development Manager will develop strategic member relationships to sell and market all products, services, events and benefits the organization offers. Including face to face interactions, presentations at large meetings and phone calls. This position will be measured on results and achieving the overall goals and objectives for the organization and will work closely with various departments.

Responsibilities

- Develop comprehensive member relations outreach.
- Implement territory management.
- Schedules outside meetings with individuals and businesses, including brokers and agents to foster long term relationships and provide information and tools to assist them in their business.
- General understanding of sales and marketing as it relates to the organizations overall goals and objectives.
- Makes outbound and in person sales calls and sends email daily to individuals and businesses to follow-up and promote products, services, events and education.
- Builds and maintains customer relationships.
- Has thorough knowledge of all products, services, education, events and any current campaigns.
- Handles presentations at office meetings as requested or scheduled.
- Attends various events as assigned to promote organization.
- May attend weekly meeting throughout San Diego County to promote campaigns, organization events and important topics.
- Will give professional presentations to various audiences including at times power point presentations.
- Provide feedback and suggestions to upper management from contact with individuals and businesses regarding products, services and education.
- Unearth new sales opportunities through networking and using your sales skills to turn them into long-term partnerships.

Qualifications

- Bachelor's degree required in Business, Marketing, or related field 2 - 4 years of progressive experience working in a sales capacity
- Sales and Marketing experience necessary
- Sound understanding of sales and marketing principles
- Should be able to deliver results, driven and focused
- Ability to track, analyze, and report results of sales
- Strong analytical skills, including ability to identify and quantify financial impact of opportunities with limited data.
- Extremely organized, detail oriented, polished, professional and comfortable with identifying and solving problems
- Be self-motivated, energetic with the ability to work collaboratively and multitask in a fast-paced environment with shifting priorities
- Project management skills a plus excellent computer skills – Google, Word, Excel (intermediate to advanced level), PowerPoint, Outlook, Excellent interpersonal, written, and oral communication skills
- Excellent communication/presentation skills and ability to build and maintain relationships
- Concrete examples of meeting sales quotas
- Problem-solving and analytical skills to interpret sales performance and market trend information.
- Strong organizational and time-management skills. Enthusiastic and passionate about sales and achieving results

GSDAR offers competitive salary and benefits package. We are proud to be an EEO/AA employer M/F/D/V. We maintain a drug-free workplace and perform post-employment drug screenings. Please e-mail resume and salary requirement.