

Business Development Manager (Gulf Coast)

Become a member of a Best-in-Class Sales Organization at a Company Poised for Strong Growth

What does every top-notch sales professional need to be successful?

A top-notch product to sell:

- Most technically advanced product in the market
- Best “cost of ownership” in the market
- Committed to growth and expansion in the market place

Why RTP?

- Competitive pay and benefits
- Uncapped Earning Potential
- Abundant career opportunities

Take ownership of your sales strategy.

The primary responsibility of the Business Development Manager is to identify potential small to medium sized customers within the Gulf Coast region. This role emphasizes aggressively establishing new relationships and generating revenue growth. Responsible for developing and executing prospecting plans that will lead to successful signing of new business contracts including building relationships with EPC firms and System Integrator companies.

Do you have what it takes?

- Hunter- Do you possess effective prospecting skills that will enable you to identify, penetrate and close on new business?
- Ownership- Do you possess a consultative sales approach combined with effective negotiation skills? Do you have a desire to accept new challenges? Are you results driven?
- Strong Work Ethic- Do you have a persevering, professional and positive attitude? Can you successfully manage your time, prioritize your workload and work independently while staying motivated?
- Accountability- Are you results driven? Are you committed to constant improvement and learning?
- Compensation- Earn excellent compensation & benefits, including a competitive base + uncapped commission.

You'll need some experience:

- Minimum four years sales experience (safety or process control selling SIS, DCS, PLC)
- Knowledge of the fundamentals of the industrial industry, specifically chemical, oil, and gas in the Gulf Coast and familiarity with industry leaders and competitors
- Bachelor's degree or equivalent experience required
- Proven prospecting skills that deliver new business

RTP Corp. located in Pompano Beach, FL is an established company with a strong reputation in critical control and safety applications. Our control products have been purchased and installed by major global customers for more than 50 years.

To find out more about RTP Corp., please visit our web site at www.rtpcorp.com.

We are an equal opportunity employer.