

A better workplace is in sight. At APG, we dream big, act with purpose, and push limits to create spaces that move organizations forward. If you believe in better and want to be part of a team of workplace visionaries in a creative and exciting environment, we want to talk to you!

APG Akron is growing and searching for a motivated Business Development Manager. Gather your drive to exceed sales goals, your courage to pursue new opportunities, lots of strategic thinking, an eagerness for accomplishment, plus a strong work ethic and [apply now!](#)

Job Opening: Business Development Manager

Location: Akron, Ohio

Characteristics of Top Sales Performers

- Intelligent, Positive Attitude, Strong Work Ethic, Strategic Thinker
- Industry Experience, Product Knowledge, Works Independently
- Driven to Succeed, Money Motivated, Customer Focused Attitude
- Well-connected in market, Understands Influencer relationship building and able to network well
- Proven track record of selling success and developing new business

New Business Developer Role

Objective:

- Find, Close and Keep new customers
- Grow our overall net profit and increase our market share.

Description:

- Seek out, develop and close new business opportunities.
- Keep and manage accounts once closed.
Work with account manager, designer and project manager to specify and manage projects as needed.
- Build strategy for managing funnel of opportunities and developing new ones.
- Build and lead strategy for growing business in their existing base of accounts and for winning key project opportunities.
- Work with sales leadership to develop an opportunity plan for targeted and key accounts/project opportunities and execute plan accordingly.
- Seek out and develop professional relationships that will influence new opportunity growth.
- Participate in key business development activities or organizations that will influence opportunity growth.

[Click here to submit your resume and cover letter to HR@apgof.com](mailto:HR@apgof.com)

