

New Business Development Manager at EMF Corporation Job Summary

Profile

This person must possess a demonstrated track record of quantifiable results in new business generation and revenue growth in the optical coating market. S/he excels in new business development and management of resources. An experienced team builder, this person has a track record of technical, consultative selling with a service-based value proposition. S/he is intensely goal-oriented and driven. As a multi-faceted thinker, this person is adept at positioning and selling capabilities, products and solutions. Imaginative and practical, s/he drives the product development program which mines current capabilities for finished goods.

Qualifications

Bachelor's degree in Engineering is required
Has sold optical thin films
Sales force direction and management where applicable
Trade show management
Account management
Has substantially grown a customer base for an optical coating company

Skills & Knowledge

Technical, consultative selling
Must possess superior productions skills (both written and verbal)
Applications identification and development
Knowledge of optical principles
Must be willing to travel as needed
Relationship selling
Budgeting
Personnel management
Prospect generation and lead qualification
Demonstrated rapport builder with customers

Characteristics

Passionately committed to earning business	Works well across the hierarchy
Quantifiable results oriented	Works well with engineers and production
Organized	Positive Attitude
Driven	Over-achiever
Persuasive	Team oriented
Leader	
Thorough	
Ability to "sweat the details" in business development	

Duties & Responsibilities

Interfaces with Sales Engineers and Marketing/Sales Assistant to meet corporate goals
Participates on the Senior Management Team (SMT)
Must be able to penetrate new markets with existing technology
P&L responsibility for aspects of Marketing/Sales Budget
Develops and manages portfolio of customers to achieve sales goal
Creates and manage Sales and Marketing plan for the organization

Reporting

Reports to the President
Collaborates with Director of Engineering and Director of Operations

Contact

Please send resume to Elaine Reid at [**EReid@emf-corp.com**](mailto:EReid@emf-corp.com)