

<b>Job title</b>	<b><i>Business Development Manager</i></b>
<b>Reports to</b>	<i>Carey Marks</i>

### Job purpose

- Management of customers while carrying out sales growth and development plan(s), achieving market share growth, account profitability and serving as an expert generalist and primary contact within select major business segments. Primary offerings to existing and potential customers include the manufacturing areas of print, converting, extrusion and molding. As well as trade/ import and outsource/ localized products.

### Duties and responsibilities

- Creates and cultivates business partnerships and relationships with major accounts to provide competitive advantage
- Dynamically competes in the market to increase sales growth within assigned territory/customer segment through evaluating customer needs, developing account-specific strategies, driving customer sales cycles, and proactively resolving customer issues, questions, and concerns.
- Develops and maintains intimate knowledge and reporting of assigned major accounts and serves as strategic advisor to senior corporate staff as related to market conditions and potential impacts to business goals. Continually evaluates market conditions and the competitive landscape.
- Assists with the preparation of sales forecasting and budget reports based on business cycle demand.
- Demonstrates strong critical analysis and planning skills in reviewing data, understanding trends, preparing, and communicating applicable plans.
- Develops sales & marketing plan to achieve sales objectives, including identification of priority prospects. Proactively develops and implements sales strategies, support processes and productivity tracking to increase sales and continually gain market share.
- Tracks the status of established targets accounts and generates progress reports to Management.
- Assesses the business impact of customer opportunities, including overall profitability and impact on sales and margins.
- Communicates and coordinates activities with internal resources as well as management.
- Assists in preparation of annual sales budgets and customer forecasts for those assigned accounts.
- Coordinates regular business performance meetings with customers.
- Promotes company culture

### Qualifications

- High school diploma or GED
- Bachelor's Degree in Business Management, sales, or related discipline
- 5+ years progressive experience in an outside sales or industry role (Converting, Flexographic and Print experience preferred but not required)
- Or a combination of education and applicable experience
- Ability to travel regionally/internationally
- Automotive/Transportation market experience

### Working conditions

- Office, home office/satellite, manufacturing and/or warehouse environment

### Physical requirements

- Sitting, use of hands, reading, speaking, walking, bending, occasional lifting of up to 40 lbs, etc.

### Direct reports

- n/a

\_\_\_\_\_  
Employee Signature and date

\_\_\_\_\_  
HR Signature and date

TASUS Corporation is a premier supplier of plastic molded components, converted products and distributed products to the automotive and transportation markets. We seek employees who share our vision and core values and hope to have a long-term mutually beneficial employment relationship with everyone who joins our team. We are fortunate to have a diverse, skilled group of talented individuals who work hard and are committed to excellence. Our culture, philosophy and business practices are built on The Toyota Production System using “Respect for People” and “Continuous Improvement” as our foundational pillars.

To apply: send resume to Sherry Dunbar-Kruzan at [sdunbar-kruzan@tasus.com](mailto:sdunbar-kruzan@tasus.com)