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## **Title: Business Development Manager**

**FLSA Status:** Exempt

**Location:** Exton, PA

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People 2.0, a global workforce deployment platform offering a full spectrum of talent engagement services to organizations across the human capital services industry, is seeking a qualified Business Development Manager for our healthcare vertical. Join an industry leader committed to helping its clients grow faster and operate more profitably by providing customized and comprehensive solutions that include software & technology, payrolling/tax administration, payroll financing, workers' compensation, HR and compliance support, and accounting services.

### **Position Overview**

The Business Development Manager (BDM) will manage all aspects of the company's BPO support services. The BDM will be responsible for driving sales results for the company's healthcare line of business through building the sales strategy, devising sales tactic, and creating and selling new business. A qualified candidate requires strong interpersonal and communication skills, B2B sales experience and the ability to negotiate and close deals.

### **Specific Responsibilities**

- Develop plans and strategies for generating new business and achieving the company's revenue goals and sales quotas.
- Research and identify potential new business leads.
- Contact leads via phone, email and LinkedIn and other sources; qualifying through online research and networking.
- Manage pipeline data in a sales database; analyze market opportunities and target prospects.
- Consultative introductory discussions with staffing company owners and C-level executives to target and convert leads into prospects.
- Ability to knowledgeably speak to industry trends, changes and challenges with senior level business owners.
- Understand company resources and strengths and collaborate with internal team members to develop and sell solutions that address customer's objectives.
- Develop trusted relationships with business owners and participate in closing strategic opportunities.
- Develop sales strategies, create cost analyses/proposals for business owners, and provide detailed sales forecasting.
- Monitor customer, market and competitor activity and provide feedback to VPBD and other company leaders.
- Effectively manage, document and archive all sales activities within company CRM.
- Lead presentations and proposal meetings.
- Ensure best practices are effectively being utilized and executed in driving a highly efficient sales process.

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### **Skills and Qualifications**

- Four-year degree along with 5-7 years of B2B sales experience with successful track records
- Self-motivated with prior successful experience in complex sales of an intangible service
- Staffing industry background, preferably at a level commensurate with position
- Prior experience in a B2B services business, preferably professional services, ideally PEO, HRO or similar
- Prior experience selling intangibles to the healthcare contingent workforce services sector
- Knowledge of healthcare staffing industry, software & technology
- Strong financial and analytical skills, familiarity with small business finance, P&L's etc.
- Verifiable sales results – commission statement and sales production
- Outgoing, articulate professional, with solid organizational and time management skills, persuasiveness, problem-solving skills, strong negotiating skills, and business writing ability.
- Excellent presentation and negotiation skills
- Ability to travel overnight up to 25% of time