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rp+m is seeking employment of a **Business Development Manager** who would have the following responsibilities:

- Lead generation and creation of sales opportunities thru creation of sales campaigns for the product suite (3D Printing, product development, engineering services, and program partnerships), which includes identifying customer segments and targets, devising the appropriate message articulating the value proposition relevant to the target audience
- Represents and promotes the organization with presentations about various services provided, including product development, engineering, and program partnerships.
- Identifies and creates partnerships that enable leverage for driving revenue and increase marketing and branding; experience with government contracting is preferred.
- Maintains and communicates monthly, quarterly and yearly sales forecasts and devises strategies to meet or exceed forecast expectations
- Consistently establishes new accounts by planning and organizing daily work schedules to call on new sales outlets and other trade factors
- Works regularly with senior management and production teams to ensure complete customer satisfaction
- Resolves customer complaints by investigating problems; developing solutions; maintains professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; participating in professional societies

Education and/or Experience

- Bachelor's Degree in Business Administration, Mechanical Engineering, or similar discipline required.
- A minimum of five (5) years related experience with progressive sales responsibilities required.
- Equivalent combination of education and experience will be considered.
- Technical knowledge and background on additive metals, polymers and/or government contracting.
- Experience utilizing Salesforce.com for managing sales activity (or similar CRM platform).

If interested, please supply a resume and references to careers@rpplasm.com