

Business Development Manager

Company: eshots, Inc., The Leading Interactive Event Marketing Company, delivers event technologies for all phases of the event lifecycle—before, during, and after events. The eshots Event Lifecycle Suite is an integrated, proprietary collection of products—used individually or in combination — that allows clients to engage consumers at events, Capture consumer data and interests, and Extend event experiences into web based-relationships. Our platform is used at a number of different events including the Super Bowl, MLB, NASCAR, College Football, Auto Shows, Ride and Drives, and Concerts.

Job Location: Chicago, IL

Job Description: eshots, Inc. is experiencing rapid growth and seeking a talented **Business Development Manager (“BDM”)** with an entrepreneurial flair. In this role you will be responsible for the successful initiation of new prospect relationship building and direct sales generation for the company. You will use your creative skills in matching solutions to new client needs and build on our success with Fortune 500 accounts as well as technology focused national event agencies.

The BDM is an individual who has experienced much success in achieving revenue growth, but is looking for a new challenge at a smaller, rapidly growing company where they can have a direct impact on results. You will be a key asset on our team in taking eshots to the next level.

The ideal BDM will have at least 5 years of successful solution selling experience. Executives with experience selling event marketing activation and/or interactive solutions for consumer brand marketers are highly desired. The selected individual will have an established personal network of decision makers in our targeted client base, and can demonstrate success at identifying and successfully meeting key influencers outside their network.

To support your efforts as our BDM you will have a strong team supporting your sales efforts and client management on-boarding. Our client-focused culture, award winning creative solutions, and flawless event execution are the cornerstones to our consistent growth at eshots, Inc. As a result of our efforts and product we continually receive some of the highest client satisfaction scores in the industry.

Job Responsibilities:

- Strategically identify and target key vertical markets, trade show presence, etc.
- Effectively identify and prioritize specific sales opportunities. Effective negotiation and follow through on all details of pricing, contracting and related documentation within company guidelines
- Manage details of sales pipeline from cold call efforts, inside sales calls, client and referrals, trade shows and other lead generating activities.
- Work collaboratively with Account team to hand-off opportunities as appropriate. Maintain and expand lead flow across targeted industries, and work with account managers to determine lead quality, quantity, and allowable cost structure, changing processes accordingly when necessary.

- Architect strategic sales plans (monthly, quarterly, and annually) and gain commitment from all cross-functional departments. Build and maintain sales budget across product lines to ensure maximum results for financial and human capital available.

Minimum Requirements:

- 5-7 years of proven sales experience, preferably in the agency, technology or marketing services industries. Digital marketing sales background a plus!
- Strong oral and written communications skills, and the ability to qualify and communicate eshots services to clients
- Proven track record of growing sales, generating revenue streams, developing sales plans, and creating account plans at the account manager level.
- Extremely detail-oriented with strong presentation skills. Excellent planning and organizational skills.
- Experienced in sales negotiations and contracting
- Strong computer (MS Office), including a strong knowledge of PowerPoint, and CRM software skills. Previous experience with salesforce.com a plus.
- Understanding of data management, event reporting, and technology.
- Comfortable and adept at learning and presenting new technology.
- B.S. /B.A. degree preferred.
- Ability to travel between 25% - 50%.

Benefits:

- Salary and commission
- Benefits and 401k Plan
- Casual work environment

For consideration, please submit resume and salary requirements to careers@eshots.com.

**eshots is an Equal Opportunity Employer
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