

Experienced Business Development Sales Representative
OMNI Systems Inc. - Cleveland, OH

Experienced Business Development Sales Representative

OMNI Systems is currently looking to fill a key position for an experienced Business Development Sales Representative with at least 2 years B2B sales experience to join our growing business.

OMNI Systems, located in Cleveland, Ohio, is a market leader in pressure-sensitive labels, and has experienced 47% growth over the last 5 years and is currently celebrating our 26th anniversary. We are debt free and hiring to keep up with our continued growth.

Key Job Responsibilities:

The Business Development Sales Representative is responsible for increasing the company's revenues by achieving profitable sales and continuously developing a high number of new growth-oriented customers.

Use phone based cold calling to gain and develop new potential customers.

Prepare RFQ responses for customers working closely with manufacturing to estimate profitable future business.

Maintain a timeline of all customer related activities using our CRM online system.

This position represents an opportunity to not only be rewarded for your contributions but also provides visibility to senior management for future career opportunities.

Required Skills:

Top level prospecting through cold calling

Proven ability to close new business with new clients

Professional account management as main point person for your new clients

Experience in the label or print industries is a plus

Proficient in Microsoft Office using an ERP System, CRM software experience is a plus.

Base Salary plus commissions

Benefits:

OMNI offers 95% COMPANY PAID healthcare premium for individuals. Family coverage available too.

401k w/match,

PTO

Free long term and short term disability insurance

Educational assistance

Free employer provided Life Insurance

Employee referral bonus program

All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, sexual orientation, gender identity, disability, protected veteran status or other protected status. EEOE/M/F/Vet/Disabled

Job Type: Full-time

Job Location:

Cleveland, OH

Required education:

Associate or equivalent post education required

Required experience:

Business to Business Sales: 2 years