

Manager of Strategic Partnerships and Sales at Outdoor Illumination.

We are seeking a relationship driven Business Development Manager to expand our lighting and irrigation business through strategic partnerships, networking, and collaboration with our sales team.

KEY RESPONSIBILITIES

- Identify and build relationships with strategic partners
- Maintain communication with partners and identify opportunities
- Attend networking events and industry functions
- Collaborate with sales team to win profitable work
- Track opportunities and contribute to revenue growth

QUALIFICATIONS and TRAITS

- Experience in business development, partnerships, or sales (preferably in the outdoor lighting or similar industry)
- Strong networking and relationship-building skills
- Excellent communication and organization
- Self-motivated and proactive
- Sincere and relationship-focused
- High energy and outgoing
- Persistent and resilient
- Organized and reliable
- Charismatic and confident

BENEFITS

- PTO
- Health, Dental, Vision Insurance
- Retirement Savings Plan with Match

Interested in This Opportunity?

Send your resume or request additional details at nplate@letsleadhr.com