



Business Development Specialist Job Description

Panova (www.panova.com) is a group of fun and passionate people that not only care about providing great products and services to our clients, but desire to have an impact on our corner of the world for all our stakeholders. To do this, we are guided by an established Purpose & set of Core Values.

Our Purpose: *Transform Lives by Serving*

Our Core Values:

- Do the Right Thing
- Well Done!
- Humility
- Get Things Done
- The Glass is Half Full

What we do:

Panova is a supply-chain solutions organization that specializes in solving technical and service problems for rubber components, plastic components, and complete products for a wide array of industries and markets.

Panova is a 100% cloud-based organization that utilizes the following software systems:

- Acumatica (ERP)
- Asana (Project & Task Management)
- Box (File repository and collaboration)
- Office 365 (MS Word, Excel, PowerPoint)
- PDF Creation/Editing (Adobe, Nitro, Paint.net, GIMP)

Panova is headquartered in Towaco, NJ with an office in Shanghai, China.

Job Purpose:

The Business Development Specialist will develop new prospects, convert leads, manage opportunities and interact with existing customers primarily by phone to increase sales of the organization's products and/or services. Coordinate with field sales team members to ensure goals are met. Provide support to prospects and customers over the phone and may conduct field visits as necessary. The Business Development Specialist must be able to work with and support team members throughout the global corporation.

Responsibilities:

- Develop sales prospects by researching, identifying and soliciting potential accounts
- Qualify, manage and track sales opportunities using Acumatica CRM
- Close sales deal or work with sales leadership to close deals
- Arrange and prepare for sales meetings with qualified customers
- Engage key growth accounts after the sale to ensure satisfaction and identify additional sales opportunities

Minimum Requirements:

- Bachelor's degree in business or engineering
- Minimum of 4 years sales or inside sales experience in an industrial or B2B environment
- Experience with account management using CRM system
- Proven track record in developing sales opportunities
- The ideal candidate will have experience in relating to offshore production, technical sales and/or the rubber or plastics industry
- Ability to travel up to 25%

Panova offers competitive salaries, excellent benefits and a high-energy environment with lots of room for personal and professional growth. To apply, please send a resume, cover letter and salary expectations to hr@panova.com.

Panova is an equal opportunity employer.

Job Type: Full-time **Salary range:** \$50K base salary plus **competitive performance-based** commission