

Business Development Executive

Job Title: Business Development Executive (National Sales)

Location: Vestal, NY

Direct Reports to: Director of Business Development

Status: FT/Salary plus commission

General Summary of Role:

As a member of the Business Development Team, the Business Development Executive works directly with the Director of Business Development, as well as other members of the Business Development team in order to generate new revenue that will foster the growth and continued expansion of **eni** nationally. The incumbent will be primarily responsible for demonstrating an ability to meet and exceed quarterly and yearly sales goals through the delivery of an integrated benefit solution.

The successful incumbent will also demonstrate the following skills: Strong ability to prospect/"hunt" for leads, practice a consultative/"Spin Sell" approach, posses strong interpersonal dynamics, coupled with excellent presentation skills.

Specific Job Expectations and Responsibilities:

- Prospect for new business, build relationships, as well as conduct sales calls and presentations that achieve the sales and profitability goals within **eni**.
- Ability to close new business and successfully transition accounts to Customer Relations.
- Participate in industry organizations and trade shows.
- Successfully cultivate relationships with brokers and consultants.
- Proven written skills in solution based proposal development.
- Ability to travel locally, regionally and nationally with some overnight travel required.

Credentials/ Experience Preferred:

- Minimum 5 years proven sales experience preferred.
- A working knowledge of human resources/benefits management, ancillary benefits and/or health insurance industries is preferred.
- Bachelor's Degree in related field preferred.
- Formal sales training (Spin Sell or consultative sales training preferred).
- Strong knowledge of Microsoft Word, Outlook, Salesforce, PowerPoint, and Excel are preferred.

To apply for this position, please email your resume to the following by January 4th 2016:

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