

# Regional Business Development Manager

Posting Code: VO124

## Overview

ERI specializes in outsourcing of compensation and benefit research and now serves over 10,000 corporate subscribers via its **Assessor Series** products, **ERI Salary Surveys**, and online offerings. Subscribers include most Fortune 500 companies, the IRS, state AG Offices, and most major consulting firms. ERI's research databases and products are used by subject matter experts for business planning and analyses (Professional editions) and by expert witnesses and consultants, often for matters related to litigation (Consultant editions). "Clicking" on a dot and retrieving source survey documents and assessing data rates of error are what make aERle (all ERI entities) products unique.

## Marketing & Sales

### Position Title:

**Regional Business Development Manager**

### Reporting to:

VP Marketing & Sales

### Incumbent

Open

### Location:

Virtual Office – area TBD

### Primary Job Duty:

- ❑ Manages sales activities, including Assessor Series subscriptions, Salary Planning services, and Talent Management services, in a geographic region while overseeing a group of sales representatives.

### Other Job Duties:

- ❑ Develops and implements strategies to capture and expand sales in assigned region according to organization's short- and long-range goals and objectives.
- ❑ Directs and coordinates activities of sales in assigned region, aids upper management in administering sales policies, and directs activities of regional sales staff.
- ❑ Collects detailed information about current accounts and analyzes data related to Business Development Executive achievements.
- ❑ Remains current on changes in economic and business issues and determines their impact.
- ❑ Writes proposals and marketing plans.
- ❑ Forecasts and reports sales activity.
- ❑ Manages a sales force consisting of direct and non-direct reports, most in the ERI Salary Survey Vancouver, WA office.

### Other Responsibilities:

- ❑ Prepares marketing/sales/call/description progress report spreadsheets.

### Skills/Qualifications:

- ❑ College degree required. Master's degree preferred.
- ❑ Minimum 2 years experience in Sales Management.
- ❑ Experience in Human Resource/Compensation related organizations highly preferred.
- ❑ Excellent communications skills needed.
- ❑ Strong time, staff, and client management skills.
- ❑ Excellent interpersonal and communications skills.
- ❑ Superior organizational skills, attention to detail, and ability to prioritize and manage multiple tasks.
- ❑ Proficient using Microsoft Word, Excel, Outlook, and VEdit.
- ❑ Ability to research/prioritize/multi-task/problem-solve.
- ❑ Detail oriented with a focus on accuracy.
- ❑ Enthusiastic team player, but also capable of working independently.

### Site/Time:

- Monday through Friday in virtual office – 3:00 AM to 6:00 PM (PST), flexible hours within this time frame

**Compensation:**

- Competitive salary with health, life, dental, vision, disability benefits, and a 401(k) plan.

**Contact:**

- Email your resume to [jobs@erieri.com](mailto:jobs@erieri.com) - fax: 800-753-4415 - mail to ERI, 8575 – 164<sup>th</sup> Avenue NE, Redmond, WA 98052 USA