

Business Development Manager - West

Acorn Product Development is an exciting place to work! We are at the forefront of innovation in product design and engineering for global manufacturability. Our 25 years of experience and expertise has allowed us the opportunity to partner with some of the most recognizable Fortune 100 & 500 companies and emerging start-ups to help bring their newest product concepts to life. Acorn focuses its design talents on consumer products, robotics, medical devices and networking products, and has offices in the Silicon Valley, Atlanta, Boston and China.

Here at Acorn, you will be among a team of passionate creatives and forward thinkers. Products are what we produce, however it is people and relationships that drive our business. Our collaborative approach to each project is not just a choice, it is engrained in our culture and fundamental to our success. We believe collaboration between dynamic people is the key to developing dynamic products that ultimately enhance the lives of dynamic people.

In this exciting position as Business Development Manager for Acorn, you will play a vital role in helping expand our reach in the West. Your responsibilities will center around meeting our client acquisition and revenue growth targets, maintaining a robust sales pipeline, and creating memorable client experiences.

In this role, you will:

- Report to the CEO of Acorn Product Development
- Research companies to identify targets and discover key personnel
- Prospect and establish connections with engineering managers and decision makers, while maintaining solid relationships with existing and past clients
- Attend networking events and trade shows
- Schedule and attend meetings with prospective clients. Deliver sales presentations to key executives regarding Acorn's capabilities and negotiate project closes
- Author and present sales proposals and collaborate with the engineering team to develop budgetary estimates
- Organize and maintain sales CRM information/database
- Support Project Managers and Contract Administration
- Provide input to Marketing on identify emerging markets and competitive intel
- Be a key player in a successful company that truly values its employees and client relationships

Your value adds should include:

- Bachelor's degree in business or related field
- 5+ years of sales experience with proven quota attainment. Experience selling high value services is a plus
- Excellent written, verbal, and presentation skills; ability to craft custom sales proposals and effectively communicate Acorn's value proposition
- Ability to cultivate and retain lasting stakeholder relationships
- Strong social media presence and leverageable network
- Persistent in lead generation—high-level of initiative and follow-through
- Mentally agile with strong business acumen and analytical skills
- Personable, confident, high social awareness/intelligence
- Knowledge of Microsoft Office Suite and CRM software

Compensation

Salary + commission, full benefits plan.

Please send your resume to hr@acornpd.com for immediate consideration.