

Specialty Custom Jewelry and Accessories company is looking for a self-motivated person to join our team and develop new business in existing channels and look for opportunities in new channels.

Job Title: Business Development Associate

Responsibilities:

- Maintain current ASI distributor relationships and identify new business opportunities.
- Make proactive contact with potential clients to establish new business relationships.
- Prepare presentations and present to potential clients via Zoom and conference calls.
- Research the latest trends in the industry and create new opportunities to expand business
- Collaborate with General Manager and design team to provide product ideas and quotes to customers.

Requirements

- Strong understanding of the promotional products and incentives businesses
- Prior experience working with ASI distributors is a plus
- Exceptional communication and presentation skills, both written and verbal, in order to express technical and nontechnical concepts clearly and concisely.
- Excellent organizational skills to meet goals and set priorities.
- An eye for design and interest in following trends in the jewelry and textile industries
- Be proactive, organized and handle work under stressful and uncertain environments.

Compensation

Monthly draw against commission with annual bonus based on company performance.

Potential for partial ownership stake for successful individuals.