



Business Development Manager

ABOUT ID LABEL INC.

Since 1994, ID Label has been one of the nation's leading manufacturers of custom, variable-information barcode labels, signs, and installation services. Thousands of global organizations use our solutions to keep their businesses moving with efficiency, speed, and accuracy – critical requirements today, driven by rapid growth in supply chain, distribution, and e-commerce sales. ID Label's expert business development managers are passionate about collaborating with our customers to provide smart ideas, insights, and innovative product solutions.

We provide design engineering, production, signage, and nationwide installation services for organizations in the warehousing, supply chain, manufacturing, electronics, calibration, medical, laboratory, apparel, and library markets.

JOB BRIEF

ID Label seeks a high-performing, motivated, solutions-oriented B2B sales representative to join our growing and successful organization. You will be responsible for achieving customer acquisition and revenue targets for new and existing accounts in the warehousing, distribution, manufacturing, and other vertical industries.

This position can be remote, hybrid, or in-person.

\$80,000.00 base salary - *No cap on commission.*

(Salary commensurate with experience).

KEY RESPONSIBILITIES

- Achieve annual sales targets across products and segments for direct B2B accounts.
- Build and promote long-lasting customer relationships with direct end-users by understanding their needs and demonstrating ID Label's value as a provider of innovative solutions, selling across all products and services.
- Develop new sales opportunities by a combination of hunting new opportunities, mining a current book of business, and converting leads generated by the company's various state-of-the-art marketing activities.
- Prepare quotes, proposals, and other customer-specific documents. Work closely with service and support to ensure customer satisfaction. Constantly develop knowledge of the business climate, industry segments, product applications, and competition.
- Collaborate to develop strategies and methods to increase sales and support other sales team members to act as a combined unit.
- Proactively participate in department and company improvement projects

KEY CHARACTERISTICS

- Self-motivated
- Positive outlook
- Accountable
- Excellent Listener
- Goal Driven
- Problem solver

DESIRED BACKGROUND AND REQUIREMENTS

- 5+ years' experience in B2B solutions sales; variable imaging or barcode labels a plus.
- Bachelor's degree in business or related field is preferred.
- Strong consultative selling skills
- Ability to identify customer pain points and propose customized solutions
- Able to negotiate while maintaining profitable margins
- Excellent time management and organizational skills; detail oriented.
- Able to work in a fast-paced environment and handle multiple proposals and projects.
- Highly motivated, confident, results-oriented team player with a professional, positive demeanor and high integrity.
- Strong professional communication skills both written and verbal.
- Familiarity with Hubspot, social selling, and Office 365 software suite.
- Experience incorporating AI processes a plus

BENEFITS

We offer highly competitive compensation commensurate with experience with ***no cap on commission***. All ID Label employees enjoy a wide range of benefits, including robust employer-supported medical and dental coverage for employees and dependents, along with prescription drug coverage, paid time off, plus a generous 401(k) and profit-sharing plan.