

## BUSINESS DEVELOPMENT MANAGER

Chute Gerdeman, Inc. | Columbus, OH USA

### COMPANY OVERVIEW

*At Chute Gerdeman, we care about our industry, our clients, and the consumers we ultimately serve. With expertise across a wide range of retail, restaurant, service provider, and CPG brands, our core capabilities include intelligence, brand, design and implementation. Using breakthrough strategy and design as business tools, we explore and create new customer experiences that drive sustained growth, loyalty and a compelling ROI for our clients.*

*We shop. We eat. We travel. We are the consumers we serve.*

### POSITION OVERVIEW

As the Business Development Manager, you will champion Chute Gerdeman's creativity, innovation, and strategy, and use this passion to identify, develop, and engage new business relationships.

Partnering with the VP, Business Development, you will perform initial research on active and targeted pursuits, identifying trends and insights, key stakeholders, contact information, and other important information to intelligently guide our point of view and creative solutions.

Collaborating with the Strategy and Marketing teams, you will synchronize all assets and information to meaningfully convey our capabilities to prospective clients (*case studies, proposals, pitch decks, etc.*) and secure new business.

### SPECIFIC RESPONSIBILITIES:

- Support the VP, Business Development in executing toward and achieving predefined goals.
- Conduct market demand and prospective client research to determine client needs and proactively supplement prospect provided and competitive information.
- Research, identify, and qualify new business opportunities.
- Source new business opportunities through outbound prospecting; develop relationships with key decision makers across various organizations for the purpose of generating and closing new client business.
- Leverage intelligence obtained through marketing campaigns and reporting to activate targeted client prospecting.
- Traffic coordinator for inbound opportunities; ensure internal team is aware of potential opportunities; share relevant information; ensure meetings are scheduled.
- Keep CRM curated.
- Develop a complete understanding of Chute Gerdeman's strategic offerings and intelligently articulate company value proposition
- Provide educated briefings on identified target segments

**REQUIREMENTS:**

- 2-5 years business development experience.
- Bachelor's Degree or equivalent, preferably in a business development/ marketing related program.
- Self-motivated, ambitious to succeed and enthusiastic about identifying new opportunities to impact the future of the business.
- Unwavering commitment to informed business decisions, rooted in a passion for research.
- Track record of success, with proven business development experience.
- Experience in lead generation and opportunity management; ability to execute full life cycle of new business development, from initial conversations to close of business.
- Strong collaborator, with ability to steer multiple teams, execute plans and manage follow-ups.
- Proficient with corporate productivity and web presentation tools.
- Proficient with Microsoft Office (Outlook/Word/Excel) and CRM; InDesign and Keynote preferred.
- Excellent communicator (both written and verbally).
- Exceptionally well organized, with the ability to multi-task, prioritize, and manage time effectively.
- The desire and capacity to represent the company with character, ethics, enthusiasm, and professionalism.

**APPLY TO OUR WEBSITE:**

<http://www.chutegerdeman.com/about/careers/>

**APPLY VIA EMAIL:**

[cge\\_careers@chutegerdeman.com](mailto:cge_careers@chutegerdeman.com)

*Please include the position for which you are applying in the subject line.*

**MAILING ADDRESS:**

Chute Gerdeman, Human Resources  
455 S. Ludlow Street  
Columbus, OH 43215

*Chute Gerdeman Inc. is an Equal Opportunity Employer.*