

Business Development Leader

SCM TALENT GROUP

Asheville, NC

Position Overview

The Business Development Leader is responsible for generating new accounts and sales revenue through cold calling, email campaigns, social media, lead discovery and qualification, pipeline optimization, relationship nurturing, and negotiating and closing new search assignments. This individual develops and maintains relationships with key decision-makers at manufacturers, retailers & etailers, wholesale distributors and service providers, with a specific focus on targeting supply chain executives utilizing consultative, solution-selling techniques. The Business Development Director will partner closely with our Marketing Leader and Founder to develop and execute lead generation campaigns, both inbound and outbound, leveraging Salesforce CRM, Pardot marketing automation platform, and related tools. This role will have a wide-open territory consisting of the United States and will lead sales efforts across our core Industry, Services and Practice verticals. The position will begin as an individual contributor but is expected to grow into a leadership role, with an opportunity to earn partnership/equity status based on meeting or exceeding established revenue and productivity goals.

Company Overview

SCM Talent Group is an innovative and rapidly growing executive search firm that specializes in connecting employers seeking top supply chain talent with professionals looking to advance their career, creating mutual success. The company was founded in 2004 by [Rodney Apple](#) who has worked as an Executive Supply Chain Recruiter for the majority of his 23-year career, both in corporate recruiting (The Home Depot, Coca-Cola, Kimberly-Clark, Cummins & PWC) and executive search environments. Rodney is very active within the supply chain community and has served as the [Supply Chain Career Coach for APICS](#) since 2014.

SCM Talent Group recruits across the end-to-end supply chain discipline with practice areas that include Logistics, Manufacturing, Global Sourcing & Procurement, Supply Chain Planning and Quality & Continuous Improvement. The firm offers a broad range of customizable services that include Retained Executive Search, Contract Staffing and Contingency Search.

SCM Talent Group is headquartered in the South Slope district of downtown Asheville, NC and is within close walking distance to numerous restaurants, retail shops, art galleries, craft breweries, music venues, parks and pubs.

Primary Job Responsibilities

- In partnership with the Founder and Marketing Leader, co-develop and execute the company's sales strategy in efforts to achieve or exceed assigned monthly, quarterly and annual revenue quotas
- Identify and develop new business opportunities by researching, marketing and effectively communicating our Unique Value Proposition to prospective clients
- Successfully qualify, nurture and convert leads generated from Marketing into business opportunities, maintaining a healthy pipeline of opportunities leveraging the company's CRM and marketing automation platforms
- Forecast business results for each month and quarter, taking ownership of achieving forecast accuracy
- Participate in the company's ongoing Continuous Improvement initiatives that allow us to maintain an advantage over our competitors

Ideal Requirements

- Bachelor's Degree preferred
- Results-oriented, money-motivated work ethic with a competitive drive to be the best
- Prefer recruitment sales or business-to-business sales experience within the Supply Chain Management discipline or related e.g. Logistics & Transportation, Manufacturing, Procurement, etc.
- Ability to build and develop effective relationships at the most senior levels within any organization
- Strong business acumen, attention to detail and professionalism is a must
- Strong ability to listen, learn and quickly apply newly acquired knowledge in efforts to increase business development effectiveness and maximize revenue generation
- Proficient in Microsoft Office applications including Outlook, Word, Excel and PowerPoint plus experience with recruiting CRM/ATS programs and software e.g. Salesforce
- Excellent oral, written and interpersonal communication skills required
- Ability to work independently and collaboratively within a team environment
- Creative, strategic and entrepreneurial mindset

Preferred Requirements

- Recruiting and/or Staffing sales experience within the Supply Chain Management and/or Manufacturing sectors (e.g. Logistics & Transportation, Procurement, Inventory Management and related disciplines)

Compensation

SCM Talent Group provides a wealth-generating compensation package consisting of a base salary, uncapped commission plan, company-matching retirement plan, and contributions towards healthcare benefits. Relocation assistance to Asheville, NC is available as well.

Why Asheville?

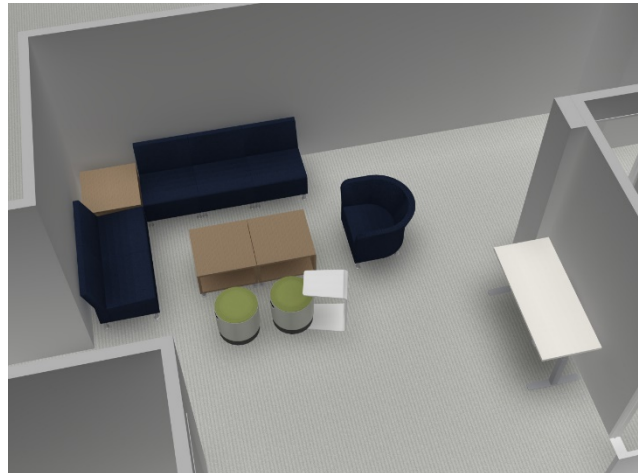


Asheville, North Carolina is located in the heart of the Blue Ridge Mountains which is home to award winning restaurants, dozens of craft breweries, world class music venues, and a plethora of outdoor activities such as hiking, mountain biking, kayaking, fishing, camping and more.

- ***Asheville was recently voted #1 Best Place to Visit in the USA in 2017 by [Lonely Planet](#)***
- Thriving in the arts scene, Asheville is home to incredible street art, the River Arts District, an area full of local artisans
- The Blue Ridge Parkway, America's most scenic highway, runs right through the city, and hosts an abundance of amazing hiking trails and scenic overlooks
- Asheville has more breweries per capita than any other US city, and has been named Beer City USA multiple times since 2009
- Asheville is consistently rated in major travel and entertainment media as a top city to live in and visit
- Home to the Biltmore, a 178,926 square foot home with historic gardens, restaurants, a winery, and more

Office Location:

SCM Talent Group recently purchased an office space located in the heart of downtown Asheville, NC, allowing for ample growth and expansion to accommodate increasing client demand. This new space is situated in the center of the booming South Slope brewery district, within close walking distance to numerous restaurants, retail shops, art galleries, craft breweries, music venues, parks and pubs.



Outfitted with a sleek, modern design, this workspace provides a nurturing, comfortable environment for employees to conduct business, and having a several breweries in our backyard is not a bad thing. This space allows for SCM Talent Group to quadruple in size so come grow with us!



Helpful Links:

- **Company Website:** www.scmtalent.com
- **Rodney Apple's LinkedIn Profile:** www.linkedin.com/in/scmtalent
- **Google Map of Headquarters:** <https://goo.gl/maps/YTAH5CHfctL2>
- **Explore Asheville, NC**
 - Asheville's Travel Guide: www.exploreasheville.com
 - Explore Asheville: www.romanticasheville.com
 - Asheville Accolades: www.exploreasheville.com/press-room/ranked-rated/
 - Things to Do: www.exploreasheville.com/things-to-do/
 - Local News: www.citizen-times.com/
 - Schools: www.zillow.com/asheville-nc/schools/

A closer look at the South Slope brewery district, home of SCM Talent Group:

