



Alba Manufacturing, Inc. a premier conveyor manufacturer is currently seeking a talented and self-motivated Business Development Executive.

What you'll do (Responsibilities)

Build and maintain relationships with Alba's Partner Network (APN) consisting of system integrators, original equipment manufacturers and distributors. Increase existing business and develop new long-term relationships and opportunities to contribute to Alba's continued growth and success.

- Identify and investigate potential APN's and determine their ability to become a strong member of the network
- Build and manage new and existing Partners relationships
- Work directly with Partners to set expectations, meet sales goals and drive opportunities
- Train and educate Partners on how Alba can become a valuable resource to increase their sales and better serve the end users
- Analyze and learn about market competition while gaining the knowledge needed to win business opportunities and foster strong relationships
- Work directly with Alba's management and sales team to plan, execute and win business

What sales qualifications and skillsets (Desired / Preferred)

- Motivated individual for Growth, Prospecting Skills, Territory Management, Market Knowledge, Presentation Skills, Energy Level, Meeting Goals and Professionalism

What you'll need (Experience)

- Track record in business sales or related business development experience
- Excellent organizational skills and attention to detail with an emphasis on setting priorities, goals and follow-up
- Strong Computer skills and knowledge
- A self-motivated "Can Do" attitude with superior written and verbal skills to communicate with confidence
- Be a customer-centric, A team player with strong integrity and a solid work ethic
- Be willing to travel
- Strong sense of ownership and accountability

What you'll receive (benefits)

- Competitive salary plus incentive for new business growth
- Amazing benefits, Comprehensive health care (medical, dental, life) vacation and 401K plan

- Be an integral part of a mission-driven, corporate culture in a terrific, upbeat work environment
- Never a dull moment, Interesting work with an outstanding growth oriented Company

Please send your resume and letter of interest to hmail@albamfg.com