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| --- | --- | --- | --- | --- | --- | --- | --- |
| Job Title: | | Director of Business Development | | Job Category: | | | Director |
| Department/Group: | | Corporate Support | | Job Code/ Req#: | | | 0515-DirBusDev |
| Location: | | Mokena, IL | | Travel Required: | | | As needed, 40% estimated |
| Level/Salary Range: | | TBD, depending on experience | | Position Type: | | | Full time |
| HR Contact: | | Michael Frazure | | Date posted: | | | Click here to enter a date. |
| Will Train Applicant(s): | | Executive team | | Posting Expires: | | | Click here to enter a date. |
| External posting URL: | | Click here to enter text. | | | | | |
| Applications Accepted By: | | | | | | | |
| Fax or E-mail:  Subject Line:  Attention: HR Dept. – 0515-DirBusDev | | | Mail: | | | | |
| Job Description | | | | | | | |
| Job Description / Listing Information  United Road Towing and its affiliated brands (UR Vehicle Management Solutions and Goodbuy Auto Auctions™) are seeking a power contributor who will combine a solid understanding of multi-channel sales (primarily commercial and governmental customers) with strong organizational and communication skills to open new markets and take ownership of the business development activities of this industry leading company.  Role and Responsibilities   * Planning and coordinating the implementation of business plans and the penetration of new markets * Locate or propose potential business deals by analyzing market strategies, deal requirements, potential, and financials; evaluating options; resolving internal priorities. * Work with appropriate staff to ensure prerequisites and prequalification are completed in a timely manner * Close new business deals by coordinating requirements; developing and negotiating contracts; integrating contract requirements with business operations * Protects organization’s value by keeping information confidential * Update job knowledge by participating in educational opportunities; reading professional publications; maintaining personal networks; participating in professional organizations * Overall management of all strategic and operational Marketing and Customer Relationship activities * Provide feedback to company leadership regarding competitive offerings and prospect needs * Drive increased revenue and profit to achieve the Company’s ambitious growth   Qualifications and Education Requirements   * Bachelor’s degree in Business, marketing or communication from an accredited institution * Minimum 5 years experience in the sales and marketing field for an automotive, transportation, or governmental services enterprise.   Preferred Skills   * Experience working in or with governmental entities preferred * Ability to multi-task and prioritize * Willingness to take a hands on approach during the entire sales process * Strong written and verbal communication skills, including small group pubic speaking skills * Expert user of Microsoft Office products and other presentation software tools * Team player, with the ability to work independently * Ability to meet and exceed deadlines   About the Company  United Road Towing (“URT”) and its affiliated brands (UR Vehicle Management Solutions and Goodbuy Auto Auctions™) are the nation’s largest towing and vehicle management company in the nation. URT currently provides services in over 10 markets in 8 states and is well positioned to growth due to its superior service offering and strong private equity financial sponsors. More information on the company can be found on its websites:  [www.unitedroadtowing.com](http://www.unitedroadtowing.com) or [www.urvms.com](http://www.urvms.com) or [www.goodbuyautoauction.com](http://www.goodbuyautoauction.com)  United Road Towing is an Equal Opportunity Employer (M/F/V/H) | | | | | | | |
| Reviewed By: | Click here to enter text. | | | | Date: | Click here to enter a date. | |
| Approved By: | Click here to enter text. | | | | Date: | Click here to enter a date. | |
| Last Updated By: | Michael Mahar | | | | Date/Time: | 4/16/2015 | |