



## **Business Development Manager: Energy & Infrastructure**

An innovative, expanding, international company rooted in the Annapolis/Kent Island area of Maryland is looking for a talented, experienced professional for their Business Development Manager, Energy & Infrastructure opening. As a customer centric, family-oriented organization, we focus on career-minded individuals searching for a once in a lifetime opportunity to join our winning team! This position will report directly to the Industrial Business Development Manager.

### **Duties and Responsibilities:**

- Drive revenue growth, partnerships, and market share expansion within hyperscale, colocation, and enterprise markets
- Develop and manage sales pipelines, forecasts, and CRM tools
- Understand client needs, pain points, and strategic objectives to tailor solutions, proposals, and value propositions
- Builds upon industry and product line knowledge by studying product data and descriptions and participating in educational opportunities (tradeshows, company trainings, workshops, and seminars)
- Monitor market trends, customer needs, and competitor strategies to inform product development
- Create and execute joint business plans, marketing strategies, and presentations
- Collaborate with engineering teams to develop client-specific technical solutions
- Analyze performance metrics to identify areas for improvement and optimize strategies
- Travel required
- Other duties as assigned

### **Required Skills/Experience:**

- College degree in a related study or commensurate experience in the compressor or related industry
- Strong understanding of data center operations, infrastructure (electrical/cooling), and construction
- Detail-oriented with proficient computer skills; the use of Microsoft Office is necessary
- Experience with Salesforce CRM is a benefit
- Maintain an elevated level of responsibility, autonomy, and accountability
- Initiative-taking: able to anticipate issues and provide solutions
- Ability to multi-task, set priorities and meet strict deadlines
- Highly effective communication and organizational skills

### **Benefits & Compensation:**

- Salary commensurate with experience
- Company subsidized Medical, Dental, and Vision benefits effective the first of the month following 30 days of employment, 401K with 3% Safe Harbor Contribution, Commission, 13 paid vacations days, 5 paid sick days and 12 paid holidays
- Growth opportunities are available