



Business Development / Project Manager / Sales

Palmdale, CA

Job Description

Delta Scientific Corporation is seeking an outstanding business developer to promote and supervise the deployment of our high security "counter terrorist" vehicle barricade systems. Respond to customer needs by providing them with product information, quotations, recommendations, proposals and advice. Develop new contacts and markets. Provide quotations based upon drawings and specifications. National and international travel opportunities. Our clients range from Fortune 500 companies, to US Government and foreign governments. Interface with security managers, architects, engineers, facility managers and construction managers.

Responsibilities

- Identify and close new sales and partnership opportunities with A&E firms, integrators, and end users.
- Maintain, develop and execute key customer strategies that lead to growth.
- Provide timely support in resolving customer issues, preparing proposals, and responding to customers.

Qualifications:

Business development or project management or technical sales, or construction estimating experience and degree preferred in any of the following areas:

- Business, Marketing, Engineering, Architecture, Construction.
- Excellent written, verbal and interpersonal skills are essential.
- Background in physical security and access control is helpful but not required.
- 2+ years of proven successful sales or business experience required.
- Strong computer skills.

Characteristics:

Ideal candidate will have the drive and necessary internal motivation to succeed in a home-based environment. Must be able and willing to use personal initiatives to achieve expectations and success. Must have a "big picture" view and team attitude to work to achieve a powerful common goal for the company outside of monthly sales goals. Some travel is required.

Other Requirements:

- Career Level: Experienced Non-Manager
- 2+ Years of proven successful outside sales
- Willing to travel 5-10%

Salary: \$55,000.00 - \$70,000+ per year D.O.E

Equal Employment Opportunity m/f/v/d

US Veterans Welcome