

Business Development Manager – TX

Dennemeyer has been setting the standard in the IP industry for more than half a century. We are the world's most comprehensive provider of Intellectual Property services, offering a suite of services: legal (Dennemeyer & Associates), software systems (Dennemeyer IP Solutions), and administrative and management (Dennemeyer & Co). We are growing quickly and are looking for top talent to join our Business Development Team.

We are currently looking for a Business Development Manager who preferably resides in Houston, Dallas, or Austin, Texas. The Business Development Manager will work to drive sales and revenue by identifying new business opportunities for the company as well as for Dennemeyer & Associates. The Business Development Manager will meet with clients and prospective clients, manage existing accounts to ensure retention and client satisfaction, create brand awareness in the territory through marketing and outreach campaigns and Dennemeyer-sponsored events, manage CRM (SalesForce), create weekly reports, and will travel to client meetings, trade shows, and forums. This position will work 100% remotely and will report in to the Managing Director for North America.

Dennemeyer is truly a global company with offices located in more than 20 countries. We offer our customers a worldwide single point of contact with unparalleled quality and service delivery. Dennemeyer has a clearly demonstrated value proposition as evidenced by its unprecedented growth in the US market. Grow your career and challenge yourself in a supportive team environment!

Responsibilities and Essential Functions:

The Business Development Manager will be responsible for driving the Company's growth in Texas. Working in concert with the US leadership team, the key responsibilities include:

- Identify potential customers for the products and services offered by our company;
- Manage a base of existing and prospective strategic corporate and law firm accounts within the US focusing on the sale of new business;
- Present our products and services to potential customers in a consultative manner;
- Achieve monthly targets and key performance indicators through a high volume of sales activity;
- Participate in marketing activities to promote products and services;
- Use sales forecasting and strategic planning to manage sales;
- Coordinate and participate in promotional activities and trade shows;
- All other duties and responsibilities as assigned.

Job Qualifications:

- Knowledge of Intellectual Property is preferred.
- Five (5) years of professional services sales experience.
- Willingness to take initiative to ensure completion of tasks; proactive, team player, and able to work productively under pressure.
- Ability to work independently within a virtual team.
- Strong written and oral communication skills and good interpersonal skills required.
- Ability to manage multiple priorities and track extensive deadlines.
- Prefer if candidate resides in Dallas, Houston, or Austin, Texas.

- Availability to travel 30%.

What We Offer:

- Base salary plus commission (Standard Commission Plan)
- The autonomy to manage the territory and our continued expansion in the Americas while leveraging the resources of a global company.
- The opportunity to build a long-term career in an international and innovative working environment.
- An open, team-oriented and creative working atmosphere with a flat hierarchy and a quick decision-making process.
- An opportunity to make a meaningful impact on a rapidly growing and evolving global company
- A friendly and welcoming working atmosphere in which sharing ideas and mutual respect are valued.

Join a Global Leader

If you match our profile and are looking for a new and interesting challenge, please apply with your resume AND salary requirements/expectations at jobs-us-co@dennemeyer.com. NO RECRUITERS!!!

Job Types: Full-time, Commission