



Software Solutions to manage  
Land Rights & Infrastructure Assets

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## Business Development Manager

### COMPANY SUMMARY

Are you ready for an exciting career with a technology firm that is working on cutting-edge products that continually sets the bar for the competition to follow?

Then come join the geoAMPS team and be part of a software-product organization that has a cool work culture, great work atmosphere and amazing growth potential. We are currently hiring a **Business Development Manager** for our office in Powell, Ohio, and we would love to talk with you about your work experience and career objectives.

geoAMPS is the market leader in providing software solutions to manage land rights and infrastructure assets. geoAMPS was founded on a simple notion: offer the best technology solutions while forming lasting relationships with our clients. We are pushing the industry forward by bringing state-of-the-art technology, increased communication and quicker project completions for our customers.

### JOB SUMMARY

The **Business Development Manager** is responsible for representing the company and the solutions provided to potential and existing clients, and for introducing the company's full range of products, solutions, and services to key individuals and companies.

### PRIMARY RESPONSIBILITIES

- Representing the company
- Collaborate with the entire organization to achieve goals
- Develop successful strategic sales pursuit plans of targeted accounts.
- Pursue new customer relationships to achieve projected revenue growth.
- Conduct cold calling and professional networking.
- Develop and maintain relationships with customers, partners, and coworkers.
- Gather prospect requirements and participate in technical solution design.
- Develop professional presentations, correspondence, and responses to RFPs.
- Create and articulate well-structured sales proposals based on customer needs and desires.
- Maintain sales CRM database of prospective clients.



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## **SKILLS/EXPERIENCE**

- 5+ years of technology solution selling experience
- Nationwide selling experience in the IT market
- Exceptional verbal, written and interpersonal skills
- Existing sales pipeline
- Organization and time-management skills
- Demonstrated presentation skills in small and large groups
- Knowledge and experience in Business Intelligence, Java & Microsoft Technologies, and the SDLC
- Ability to multi-task, work under pressure and meet deadlines
- Must be ambitious and self-motivated

## **EDUCATION**

- Undergraduate degree in IT or business related field preferred

## **WHAT IS IN IT FOR YOU**

- Being an integral part of a dynamic, growing company that is well-respected in its industry
- Competitive pay based on experience
- Medical, dental and life-insurance benefits

**\*You must be legally entitled to work in the United States in order to apply for this position. geoAMPS is an equal opportunity employer.**