



Business Development Manager (BDM)

Business Development Manager for a multi-million, multi-state service provider for business within our community. We are a fast-paced organization looking for top talent that can grow with the company as we continue to expand our presence.

This opportunity is an outside sales role in a relationship driven industry. BDM call on decision makers for multi-tenant commercial office, single-tenant corporate headquarters, medical, educational, municipal and other industries and facilities. The BDM is responsible for each step in the Business Development Cycle (lead qualification, relationship building, marketing, branding, proposal development, RFP process adherence and closing). Generous commission plans are provided for new business sold.

Excellent prospecting skills are a must, along with the ability to develop deep relationships with potential clients. The ideal candidate has outstanding interpersonal skills, is highly professional, and has already established strong written and verbal communication skills as well as a deep familiarization with technology and the Microsoft Office Suite of programs.

In addition, BDMs will be working directly with high profile customers. Applicant must be able to handle a large portfolio of clients in a professional manner. Ability to multitask is necessary. Applicant must be self-driven and have the ability to set a daily schedule to meet with clients.

Growth goal is to drive double digit growth consistently:

- Growth of new accounts has been in excess of 10% over the last 3 years.
- **We are investing in our sales team** – we want to grow and are including aggressive compensation to reward top performers.
- Extensive resources for reps to develop relationships – large marketing budgets.
- Highly flexible, results oriented environment. Successful reps are not micro-managed.
- **Uncapped commissions!**

Compensation and Benefits:

- Growth opportunity continues each year after.
- Mileage reimbursement, cell phone, and laptop with air card provided.
- Medical and dental insurance.
- All business expenses covered.
- Aggressive marketing budget with events, golf tournaments, and social outings are a requirement for the position. **We want to take prospects out and have fun!**



Duties and Responsibilities will include:

- Working within a team environment, demonstrating quality leadership, promoting company culture, values and management philosophy.
- Establish and maintain effective lines of communications with the client and facility personnel to ascertain that their needs and requirements as related to the custodial contract are being satisfied
- Maintenance of customer base information and input of data related to ongoing work and requested work
- Communication skills: must be excellent both written and oral. Must have the ability to effectively present information, respond and follow-up on questions and inquiries from clients, other managers and subordinates.
- Must have the ability to maintain confidentiality.
- Ability to work quickly and accurately on an independent basis; giving great attention to detail and displaying the initiative to quickly identify and resolve problems.
- Travel within geographic territory for customer visits and business development, use of personal vehicle with mileage reimbursement
- Development and input on operational plans
- Quality control inspections and implementation of schedules and work orders
- Attendance at industry related events including monthly meetings and committee attendance and participation

Desired Skills and Experience

- 5+ years of outside, b2b sales, and preferably RFP experience.
- Bachelor's degree or equivalent experience
- High level of comfort with Microsoft Office suite and demonstrated writing skills.
- Exceptional prospecting, presentation and conceptual selling skills.
- Experience calling on the commercial real estate industry a plus.
- Hunter mentality with the skillset to manage, maintain and consistently develop new leads.
- Top 20% sales performance
- Past experience with Salesforce.com or comparable CRM system

About the Company

Commercial Cleaning Systems ("CCS") is a full service janitorial company that specializes in single and multi-tenant buildings, corporate campuses, municipal and public education environments.

We are a quality-oriented company that serves our customers in a professional and efficient manner.

We have established a culture based on core values that define who we are as a company. Our **culture** results in our **customers** being supported by our **employees** who are committed to delivering our **services** based on these values:

Commitment: Promise to work hard in performing our duties to the best of our abilities.

Professional Integrity: Pride in delivering our services when we promised and how we promised.

Accountability: Taking ownership of our actions and decisions.

Continuous Improvement: Encourage innovation to better serve our customers.

Excellence: Driven to exceed our customers' expectations at every level.



We are passionate about what we do and looking to add service-oriented and highly motivated team members to share in our growth. Today, CCS has over 3,500 team members with a presence in Southern California, Nevada, Arizona, Washington and Colorado.

Please send resumes to Jennifer Gulbransen at jgulbransen@commercialcleaningsystems.com