

Business Development Specialist

Overview:

The AmeriLux Family of Companies is Hiring! We are looking for a hardworking and driven team member to join our sales team. As a key member of our sales team, you will play a crucial role in driving business growth through proactive outreach and lead generation efforts.

Role Details:

- **Engage with Potential Contractors & Dealers:** Make outbound calls to identify and qualify business opportunities.
- **Manage & Cultivate Leads:** Use our internal CRM tool to track and nurture leads into sales-ready opportunities.
- **Conduct Market Research:** Understand prospects' needs, challenges, and industry trends to provide tailored solutions.
- **Collaborate with Marketing:** Partner on targeted campaigns to engage key clients and prospects.
- **Support the Sales Process:** Assist in creating compelling proposals and presentations that showcase our products/services.
- **Become a Product Expert:** Develop a deep understanding of our offerings to confidently communicate value and overcome objections.

Benefits:

The AmeriLux benefits package includes a nationally award winning zero-dollar deductible healthcare plan created to ensure peace of mind and comprehensive care for all A-Team family members.

Our onsite healthcare clinic, free to all team members, provides convenient access to high-quality medical care with a personalized touch from physicians who take the time to get to know you. In addition, we offer comprehensive dental and vision insurance, as well as disability and life insurance to ensure you and your family are protected. Our benefit plan includes a 401(k) match, employee assistance program, paid time off, and flex spending account access.

Supplemental Pay: Bonus pay, profit share.

About the A-Team:

At AmeriLux, we value culture above all else and look towards the future with optimism. Our goal is to place our team members in a position that will make them feel the most fulfilled. Our team members are empowered to make a play as we believe that the only people who have never made a mistake are those who have never done anything. We value new ideas and use the power of the magic of momentum as we continue to grow and add invaluable new members to the A-Team.