

**Job Title: Business Development Specialist**

We are looking for a hardworking, 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.

- Make outbound calls to potential clients with the aim of identifying and qualifying business opportunities.
- Utilize provided lead lists and CRM (Salesforce) to effectively manage and cultivate leads into sales-ready opportunities.
- Conduct thorough research to understand prospective clients' needs, challenges, and market trends, maintaining accurate and up-to-date records in our CRM system.
- Partner with marketing to create campaigns to engage key clients and prospects, nurturing relationships and driving further interest in our products/services.
- Collaborate with the sales team in preparing compelling proposals and sales presentations tailored to the specific needs of each prospect.
- Develop a comprehensive understanding of our company's products and services to effectively articulate value propositions and overcome objections during the sales process.

**Benefits:**

The AmeriLux benefits package includes a nationally award nominated 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, commission pay.

**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.