

Business Development Manager

Location	East Coast (US/Canada)
Contract type	Permanent
Hours	Full-time
Salary	\$50,000 - \$100,000 (Dependant on experience)

NM Group (Network Mapping, Inc) is an established US company based in Reno and with offices in Australia, United Kingdom and Canada.

We provide specialized engineering, asset management and geospatial services to electricity transmission and distribution networks in the energy sector. These services help to create the intelligent grid of tomorrow.

JOB DESCRIPTION

We are seeking a dynamic individual to be in constant liaison with our west coast clients to understand the substance and nuance required to deliver further deliver value, and to obtain new clients.

EXPERIENCE

- New business development through building relationships with potential clients
- Account management skills including spotting opportunities and ensuring NM Group delivers value
- High-tech consultative sales in a business-to-business context
- Exposure to regulated industry clients and their decision making processes
- An ability to spot and capitalize on market trends

ESSENTIAL SKILLS/EDUCATION

- Can communicate well by voice, not just e-mail
- Motivated with a genuine interest in seeing the company and its clients excel
- Tenacious (“let’s win this one and every one”)
- Eloquent
- Imaginative for problem solving
- Leads the team, doesn’t just manage
- Role model for all expected behavioural skills for peers and junior levels

DESIRABLE SKILLS

- Geospatial skills
- Engineering skills
- Power network knowledge

To apply for this job please send your CV and cover letter to recruitment@nmggroup.com