



### Business Development Manager

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

Network Mapping Inc (DBA NM Group) is an established US company based in Reno Nevada. NM Group is an international business 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

**Network Mapping Inc, 6880 S. McCarran Blvd Ste 11, Reno, Nevada 89509**



### Desirable Skills

- Geospatial skills
- Engineering skills
- Power network knowledge

### Benefits

- Medical, Dental and Vision available. 401 (K) matching plan.
- Employee Stock Purchase plan.

#### Additional Benefits:

- Health Care and Dependent Care Flexible Spending Accounts
- New employees begin accruing Paid Time Off at 18 days per year
- Short and Long Term Disability Benefits - Employer Paid
- Business Travel Accident Insurance
- Workers Compensation and Safety Programs
- Pre-Tax Transit and Parking Program
- 10 Paid Holidays per year
- Employee Assistance Program, Nurseline and Wellness Program