

**ABM (NYSE: ABM)** is a leading provider of custom facility solutions with \$6.4 billion in revenue and 130,000 employees.

ABM (NYSE: ABM) is a leading provider of facility solutions with revenues of approximately \$6.4 billion and over 130,000 employees in 300+ offices deployed throughout the United States and various international locations. ABM's comprehensive capabilities include janitorial, landscape & turf, parking, electrical & lighting, energy solutions, facilities engineering, mission critical solutions, HVAC & mechanical, provided through stand-alone or integrated solutions. Founded in 1909, ABM provides custom facility solutions in urban, suburban and rural areas to properties of all sizes — from schools and commercial buildings to hospitals, data centers, manufacturing plants and airports.

## **Business Development Manager**

The **Business Development Manager** of ABM's **Business & Industry Division** works within an assigned territory to develop new and potential commercial and industrial accounts in need of facility services: Janitorial, Facilities Engineering, and Parking Management. The **Business Development Manager** secures meetings with owners of 50,000+ sq. ft. facilities and consults on the advantages of services offered by ABM Industries. In addition to janitorial, facility engineering, parking management, and landscaping, the **Business Development Manager** cross-sells other services like HVAC, lighting, electrical, and mission critical. After evaluating the client's needs, it's time to create an effective proposal with expert pricing and attention to details. The **Business Development Manager** then creates and presents a tailored and dynamic sales presentation featuring single and bundled solutions. All along you will partner with an experienced team of operators you can trust 100% to fulfill your client's needs with superior results. You will own the strategic selling process, resolve client issues and concerns, and maintain strong client relationships.

**Apply:** <https://o.urlh.it/1620683764wnarwio>

### **Job Responsibilities:**

- Develop and execute short and long-term sales plans, maintain present sales, attract and connect with new prospects, create proposals, respond to RFPs, and facilitate and close new business.
- Own the information base on prospective clients within the territory.
- Use ABM branded marketing materials to create detailed, customized, innovative, and lively proposals.
- Research a customer's existing facility solutions and programs and schedule a bid walk of the facility with the prospect.
- Include operations teams in strategic & financial planning and execution.
- Negotiate contracts, close the deal, and manage the transition to operations to ensure the proposal commitments are delivered.
- Position yourself within your territory as a leader in your field. Establish a diverse network of relationships that reflect the ABM Way. Include people of influence within our industry, key community partners, strategic partners, and prospective clients.
- Maintain database for the territory using Salesforce.
- Effectively manage the assigned budget.
- Support the company's online and direct marketing campaigns.
- Monitor bid schedules and understand the competition in the marketplace fully.
- Assist in training in both formal and informal situations as needed.

- Develop a network of skilled and informed operators. Partner with them to ensure understanding of prospects, clients, and your sales territory.
- Assist the corporation with competitive intelligence.

**Requirements**

- 5+ years in Business Development and Sales.
- Bachelor's degree preferred.
- Hunter mentality with services sales experience required.
- Facility services, janitorial, commercial real estate, or other related field preferred.
- Relevant and immediate sales contacts preferred.
- Work well under pressure to meet established goals.
- Salesforce or other CRM & Excel preferred.
- Proven ability to lead and manage a diverse work force, collaborate with operations, other departments, and teams.
- Strength in writing and presenting compelling, detailed, sales proposals.
- Well organized and able to handle multiple proposals and processes simultaneously.
- Ability to work independently, with minimal supervision

**Location:** Somerville, MA

**Compensation:** Competitive base salary and lucrative commission/bonus structure.

ABM is an EOE (M/F/Vet/Disability/Gender Identity/Sexual Orientation)