

**Submit Resume to:**  
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## **Business Development Manager**

### **OE Automotive Wholesale Parts**

We are seeking immediate placement for Business Development Managers in our **Boston, MA** market. We are aggressively growing our company and need bright assertive overachievers to join our organization and share in our success.

#### **COMPENSATION:**

This is an excellent career opportunity that offers: a competitive base salary, uncapped commission program, car allowance, gas card and other business expenses, excellent benefits (health, dental, vision, life insurance, LTD) and 15 days of paid time off each year. If you are a true relationship builder that thrives on closing deals you can earn \$100K+.

#### **JOB DESCRIPTION:**

This is a unique opportunity for the right person to build a strong business and satisfy their entrepreneurial spirit while having the backing and support of an established company. This position involves building our dealer clientele; calling on their customers to assess their needs; and consult between the client and customer to facilitate profitable relationships.

Your main responsibilities are (but not limited to):

- Prospect and enroll automotive dealerships into the Advantage program to increase market revenue
- Establish and develop business opportunities for dealer clients by visiting a minimum of 10 to 15 automotive repair facilities daily
- Develop an understanding of the automotive shop's purchasing habits and needs to assist dealer clients in developing strategies to gain their business
- Engage in strategic planning and identifying market trends with the Advantage regional manager to build strong relations with dealer clients and automotive shops
- Daily contact with dealer clients by phone, email, digital reporting
- Document all sales visits and market intelligence gathered into our company database using our Customer Relation Management Software and Mobile app.
- Continually explore the status automotive repair shops in the market to update sales routes and keep our dealer clients informed of market changes

Advantage provides ongoing comprehensive in field training.

Candidate must meet the requirements below to be considered for this position. We are looking for immediate placement and will be contacting those that have qualified for telephone interviews.

For further information about our company, please visit our website at [www.ADPS.com](http://www.ADPS.com) **Requirements:**

- Minimum of 3 years of sales experience preferably outside sales
- Automotive experience is not required but is a definite asset
- Excellent communication skills – both oral and written
- Professional, outgoing entrepreneurial spirit
- Ability to capture attention of all levels of decision makers and network to build long term relationships
- Excellent time management, highly organized, able to multi-task and work independently to run a territory
- Some travel within the territory
- Good driving record and professional, reliable vehicle
- Demonstrated competence in Excel, Word, Outlook, keyboarding

#### **Company Overview**

Since 1988 Advantage has provided sales and marketing services to automotive parts, services and repairer networks throughout Canada, USA and UK.

We represent over 2,500 OE parts and services suppliers to our database of over 400,000 repair businesses.

Our services include:

- Professional Business Development Managers
- Expert Call Center Marketing and CSI Agents
- IT and Database Services (Cloud Based)
- One-to-One Email / Web Marketing
- National OE Parts Rewards Loyalty Program

All backed by the finest Automotive Marketing Experts in our industry.

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