

## **Business Development Specialist**

The Chandler Chamber of Commerce is expanding! The Chamber has continued to help businesses large and small succeed by providing support and networking opportunities for over 100 years. Are you an outgoing and persuasive individual that is comfortable meeting new people? The Chamber is looking for a Business Development Specialist with a proven track record in strategic prospecting, sales acquisition and account retention. Must have experience with cold calls, tracking and closing. The ideal candidate must have Business to Business sales experience. A top candidate will possess excellent communication skills, strong phone presence, be able to meet revenue goals and have a positive, professional attitude.

### **What is expected?**

- Generating referrals and sales opportunities
- Contacting new leads and nurturing existing customers
- Identifying, developing and maintaining relationships with businesses, organizations, and associations to generate knowledge and awareness about the Chandler Chamber
- Learning and demonstrating the benefits of Chamber membership as services and solutions for our prospective members
- Work with a team of professionals

### **What you need:**

- Two or more years of Business 2 Business sales experience
- A desire to meet revenue goals and have a genuine, authentic personality that can build long lasting relationships with members
- Outstanding face to face communication skills
- Tons of Energy and be a motivated individual interested in having unlimited earning potential
- Bilingual skills a plus
- Previous membership sales experience a plus

### **What we offer:**

- Base plus commission with the sky's the limit earning potential
- Outstanding health, dental, vision, life and other benefits
- Better than average holiday and PTO
- Fun, fast paced environment

### **Qualified candidates should submit the following:**

- Cover letter with salary requirements
- Resume

An application will be emailed to you upon submission of your resume. All submissions should be directed to [barbara@chandlerchamber.com](mailto:barbara@chandlerchamber.com). No telephone calls please.

This is a full-time salaried position with benefits including health, dental, vision, life insurance, 401(k), short and long term disability, paid holidays and PTO.