

## **Business Development Manager**

Uni-Craft Corporation is seeking to hire a Business Development Manager. Uni-Craft is an industrial equipment manufacturer of ergonomic positioning equipment based in Alpena, MI. A Business Development Manager will develop and execute sales and product strategies, research markets and develop sales strategies for those markets, identify top customers and establish relationships, and drive annual growth performance. Knowledge and experience with Microsoft Office Tools is expected. Three or more years of sales experience is ideal, with a background in industrial products preferred. Some travel is required, and remote work is an option for this position.

Ideal candidates:

- Are motivated and driven
- Communicate effectively with team members and customers
- Have strong interpersonal competencies
- Identify opportunities and aggressively pursue
- Are strategic thinkers
- Are self-starters and self-learners
- Will have a demonstrated history of the ability to achieve the responsibilities expressed

High performing candidates can look forward to a robust benefit package including:

- Competitive pay
- Health insurance benefit and HSA
- Flexible paid time off and holidays
- 401(k) with employer matching
- Discretionary bonuses

Interested applicants can apply by emailing a resume to [jobs@358-jobs.com](mailto:jobs@358-jobs.com).