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**Job Title:** Sales and Business Development Manager

**Status:** Full Time

**Location:** Mount Prospect, IL 60056

**To Apply:** Send your cover letter, salary expectations, and resume to [jseter@amsetusa.com](mailto:jseter@amsetusa.com)

**Webiste:** [www.amsetusa.com](http://www.amsetusa.com)

## Sales and Business Development Manager

The Sales and Business Development Manager is responsible for promoting Amset services through direct sales techniques, presentations, written and electronic media. Provide an in-depth analysis of the business to develop and implement strategies that will grow the existing base of clients and business volume. Identify individual and corporate prospects in insurance and law firms and build value driven client relationships.

### Essential Duties and Responsibilities:

- Identify potential clients and develop ongoing relationships with key decision makers in the client organization in order to assess their needs for the services we provide.
- Identify and pursue clients with approved vendor programs.
- Provide opportunities for presentations/workshops/seminars to clients and potential clients.

### Required Skills:

- The ability to work efficiently with minimal supervision, exercising initiative and independent judgment in the performance of assigned tasks.
- A sound understanding of sales and marketing principles.
- Proficient in Microsoft Office Word, Excel, and PowerPoint.
- Be available for moderate travel.

### Qualifications:

Bachelor's degree with at least 2 years of experience working in sales or business development within a technical environment. Self-starter and team player with strong interpersonal skills. Requires ability to manage multiple projects, meet deadlines, and coordinate activities with others. Working knowledge of the insurance industry is a plus.



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