



Business Development Manager

Company Background

DWC is a wholesale food and beverage distributor that was founded in 1990, located in Horicon, WI. DWC offers a broad range of products targeted for coffee shops, coffee roasters and cafes. DWC delivers its products to customers located in Wisconsin, Northern Illinois and Iowa using its own delivery resources. DWC contracts with Speed-Dee Delivery and UPS for deliveries to customers outside of the mentioned areas. DWC is a small business dedicated to growing other small businesses. We understand what being a small business entails, and we want to be a part of our customers success. Our customers are our partners. Our growth is dependent on their growth, which is why we value every customer relationship.

Job Brief

DWC Specialties is looking to hire a full-time business development manager who is enthusiastic, career focused and has a strong work ethic. This position will focus on expanding services to existing accounts and developing new accounts. To excel in this role, you should be an active listener, have a compelling sales personality and good follow up skills to close new business from inbound leads or cold calls.

Responsibilities

- Create and maintain customer relationships with frequent communications
- Develop pricing guides for potential new customers
- Prompt follow up communication regarding any customer inquiries, comments or concerns
- Research industry trends and products
- Assist with new marketing initiatives
- Find and develop new markets
- Evaluate customer accounts to determine potential opportunities
- Assist with day to day operations; answering phone calls and order entry
- Develop thorough understanding of our company culture and inventory management system

Requirements

- Associate degree (minimum) in Marketing and/or Business Administration
- Familiarity with our industry is a plus but not required
- Experience with CRM software is a plus but not required
- Excellent verbal and written communication skills

- Experience in sales is a plus but not required
- Strong organizational and follow-up skills
- Exceptional people skills
- Strong work ethic; able to work independently and in a team setting

Job Compensation

- Full Time Salary Position
- Additional Bonuses Offered
- Inquires on Compensation Discussed at Time of Interview

Company Benefits

- Health Insurance Plan
- 401k Program
- Profit Share
- Use of Company Vehicle as Needed
- Dental & Vision Coverage
- Paid Time Off
- Paid Sick Days & Holidays