



# HILL, CHESSON & WOODY

*Experience the benefit.*

## **Business Development, Hill, Chesson & Woody Employee Benefits Services Consultancy**

We are a fast paced firm stacked with positive, talented professionals! Hill, Chesson & Woody (HCW) is a strategy driven employee benefits consulting firm. We are committed to helping our clients design, implement and manage the employee benefit program that best supports the strategic direction of their organization.

The Business Development professional works within our sales culture acquiring new clients for the organization by leading the sales process, working in tandem with marketing department and consultants to move companies through the sales and marketing funnel.

## **Essential Duties & Responsibilities**

- Responsible for individual sales performance, aiming to meet or exceed established targets
- Participates in marketing events such as seminars, trade shows, association/business professional meetings, and telemarketing events
- Develops Sales Business Plan and executes in a manner that leads to expected results. Reviews Business Plan with Sr. Leadership Quarterly.
- Maximizes impact of marketing programs by uncovering sales opportunities with potential buyers. Maintains a strong network and follow up on leads to assess the level of interest in HCW solutions.
- Meets established activity standards for gaining access and effectively moving through the sales process.
- Stays current with market/industry trends and effectively communicates value related to trends and HCW solutions.
- Excites buyers with an enthusiastic and persuasive presentation style, adapting message to different buyer motivations and needs.
- Adheres to conceptual selling methodology when presenting and selling HCW services to potential clients.
- Negotiates the terms of an agreement and closes sales; makes accurate, rapid cost calculations, and provides prospects with appropriate quotations
- Manages sales process and activities through quality checks and other follow-up.
- Prepare a variety of status reports, including activity, closings, follow-up, and adherence to goals.
- Communicates industry trends and special developments, new service opportunities, information, or feedback gathered through field activity to appropriate company staff.

## **Qualifications & Requirements**

- BS/BA; MBA a plus
- Minimum 2 years in a new client acquisition sales role, preferably selling professional services in business to business environment
- Familiar with complex selling and consultative/solution selling techniques
- Strong Business Acumen
- Excellent communication and presentation skills
- Proficiency with Microsoft Office applications
- Proven track record of success (should have made quota consistently)
- Well connected in the NC market

Ideal candidate derives energy and enthusiasm from a team environment, but has capacity to work independently with minimal supervision. Our culture promotes highly self-motivated, achievement oriented, A+ professionals.

Qualified candidates should email resume and salary requirements to:

[careers@hcwbenefits.com](mailto:careers@hcwbenefits.com)

Hill Chesson and Woody does not discriminate in the hiring or employment on the basis of race, color, sex, religion, disability, national origin, citizenship, or on the basis of age with respect to persons 18 years or older