



BUSINESS DEVELOPER

 *SAVANNAH, GEORGIA (HYBRID-FLEXIBLE)*
JOIN A GROWING TEAM!

KELACA IS SEEKING A MOTIVATED AND RESULTS-DRIVEN BUSINESS DEVELOPER TO SUPPORT A LEADING LANDSCAPE MAINTENANCE ORGANIZATION IN THE SAVANNAH AREA.





WHAT YOU'LL DO

- ✓ IDENTIFY AND DEVELOP NEW COMMERCIAL BUSINESS OPPORTUNITIES*
 - ✓ BUILD AND MAINTAIN STRONG CLIENT RELATIONSHIPS*
- ✓ GENERATE LEADS AND CONDUCT OUTREACH ACROSS A DESIGNATED TERRITORY*
 - ✓ PRESENT SOLUTIONS AND PROPOSALS TO PROSPECTIVE CLIENTS*
 - ✓ MANAGE THE SALES PROCESS FROM PROSPECTING TO CLOSING*
 - ✓ COLLABORATE WITH INTERNAL TEAMS TO SUPPORT CLIENT SUCCESS*

WHAT WE'RE LOOKING FOR

- STRONG COMMUNICATION AND RELATIONSHIP-BUILDING SKILLS*
- SALES, BUSINESS DEVELOPMENT, OR ACCOUNT MANAGEMENT EXPERIENCE PREFERRED*
 - SELF-MOTIVATED WITH A PROVEN ABILITY TO MEET GOALS*
 - PROFESSIONAL, ORGANIZED, AND CUSTOMER-FOCUSED*
- RESILIENT, PERSUASIVE, AND COMFORTABLE WORKING INDEPENDENTLY*
- ABILITY TO TRAVEL REGULARLY THROUGHOUT THE ASSIGNED TERRITORY*

POSITION DETAILS

-  *LOCATION: SAVANNAH, GA*
-  *WORK ARRANGEMENT: HYBRID-FLEXIBLE*
-  *SCHEDULE: FULL-TIME*
-  *TRAVEL: EXTENSIVE TRAVEL THROUGHOUT THE TERRITORY REQUIRED*

WHY APPLY?

THIS IS AN EXCELLENT OPPORTUNITY FOR PROFESSIONALS WHO ENJOY BUILDING RELATIONSHIPS, CREATING BUSINESS SOLUTIONS, AND DRIVING GROWTH. IF YOU THRIVE IN A CLIENT-FACING ENVIRONMENT AND ARE MOTIVATED BY ACHIEVING RESULTS, WE ENCOURAGE YOU TO APPLY.

APPLY TODAY!

INTERESTED? SEND RESUME TO: ANEWTON@KELACA.COM