Business Developer - Burlingame, CA

To Apply Visit https://brightview.com/jobs/california/burlingame/business-developer/2019-21248

BrightView Landscape Services

BrightView takes pride in providing consistent, high-quality landscape services with a dependable service commitment. As the nation’s leading landscape services company, BrightView provides, through its team of more than 18,000 employees, services ranging from landscape maintenance and enhancements to tree care and landscape development for thousands of customers’ properties, including corporate and commercial properties, HOAs, public parks, hotels and resorts, hospitals and other healthcare facilities, educational institutions, restaurants and retail, and golf courses, among others. BrightView takes care of its employees, customers, and communities while delivering exceptional landscapes that positively impact millions of lives every day.

A brighter future is in your hands. We’re currently seeking a Sales Representative who will aggressively grow our landscape maintenance business in a defined territory.

Being a Sales Representative for BrightView is both challenging and rewarding, and it might be a great career opportunity for you if:

- You are driven, disciplined and focused, and consider yourself as a HUNTER of new business
- You enjoy PROSPECTING and you’re able to open new doors
- You can create rapport, credibility and build trust-based RELATIONSHIPS
- You can effectively QUALIFY opportunities with key decision makers to gain valuable intelligence
- You’re obsessed with developing value-based solutions for customers
- You can build and present compelling and customer-centric PROPOSALS
- You love to work in a service industry with a product that is beautiful
- You like being challenged with ACTIVELY SELLING to many different customer segments
- You like working in a team-selling environment
- You are resilient and persistent in CLOSING DEALS

What you'll do:

- Working with prospective customers to discover their “points of pain” and develop solutions
- Build and maintain trust-based professional relationships with key decision makers
- Work at a fast pace environment while operating with a high sense of urgency
- Understand the value and benefit of going deeper and broader with existing relationships
- Communicate proactively with all decision makers and influencers
- Plan daily, hit specific activity benchmarks and close business
- Work well with the operations team members, leveraging their expertise with yours

Skills we're seeking:

- Extensive face-to-face (B2B) selling experience at the mid to senior levels
- Experience managing multiple projects and able to multi-task in a large territory
- Proficient with computer software programs including MS Office suite (Word, Excel, Outlook and PowerPoint)
- Experience with a CRM or SFA tool beneficial
- PROVEN track record of sales goal attainment in a longer selling cycle environment
- Highly competitive, positive, and results driven sales person
- Excellent presentation skills
- Excellent oral and written communication skills to build client-centric and solution/value-based proposals
- Working experience with social media (LinkedIn, Facebook, Twitter)
- Bachelor’s Degree or equivalent work experience preferred
- Coach-able, trainable, and have a good sense of humor
- Local knowledge and contacts in one or more market segments preferred
- Experience in the service industry with commercial contract sales desirable

Perks:

- Competitive salary
- Paid time off
- Medical, dental, and vision insurance

BrightView is an Equal Employment Opportunity and E-Verify Employer.