

BUSINESS DEVELOPMENT REPRESENTATIVE

**Retail Strategies
Position Profile**





Position Profile

Location: This role is an in-office position located at our downtown Fort Worth, TX office.

Retail Strategies, recognized as a Best Places to Work and one of the Fastest Growing Companies, is seeking a dynamic Business Development Representative to drive growth across Texas, New Mexico, and Arizona. If you're passionate about entering new markets, building strong relationships, selling new service lines and products, strategizing next steps, and closing complex deals, this is the opportunity to elevate your career while making a tangible impact on communities.

Key Responsibilities

- Develop and grow partnerships within the Texas territory to bring in new Client cities.
- Engage directly with Municipalities, Chambers of Commerce, Mayors, and Economic Development agencies.
- Master and sell a diverse range of product lines and services.
- Manage and track deals from initial contact to closing in our CRM.
- Consistently meet or exceed sales targets for each product line.
- Leverage both traditional and digital strategies to maximize revenue.
- Stay ahead of industry trends to identify new business opportunities.
- Participate in relevant forums and industry events to stay informed on best practices.
- Promote positive relationships with prospects and partners to understand their needs

Travel Requirement:

- Travel approximately 1-2 times per month, based on business needs.



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Qualifications

- Proven track record of exceeding sales goals.
- 3+ years of sales experience, ideally with municipalities, economic development corporations, or chambers of commerce.
- Excellent problem-solving, attention to detail, issue resolution, and multitasking abilities.
- Self-motivated and able to thrive in a fast-paced environment.
- Goal-oriented with a desire to exceed expectations.
- Public speaking experience.

Join us and be a part of a team that's reshaping communities by bringing business and innovation to the forefront!

Retail Strategies has retained CMP to conduct this search. All interested candidates are asked to contact Gayle Norton at gnorton@careermp.com. All inquiries and discussions will be considered strictly confidential.

CMP is a retained search firm with a national reach across multiple industries. CMP offers solutions across the full talent lifecycle - executive search, assessment, coaching, and career transitional services. CMP is proudly a woman and minority-owned firm with a commitment to diversity and inclusion.

Note

This Position Profile is not designed to cover or contain a comprehensive listing of activities, duties, or responsibilities that are required by the individual. Other duties than those listed herein may be assigned.