

Business Development Manager



TruckVin.com Corporation
Fort Worth, TX

About the Career & Company

TruckVin.com is adding Business Development Managers to Expand our Footprint Nationwide. This unique opportunity encompasses our proprietary software to engage, and capture fleets selling their retired fleet trucks. The Trucking Industry is a \$700 Billion Industry, and TruckVin.com stands at the forefront purchasing trucks Nationwide.

Are you assertive, impatient, thrive in a fast-paced environment? Ready for more, desire to be a part of something bigger than yourself? Join the TruckVin.com team. Created in 2020, TruckVin.com is the only platform in the nation to sell a semi-truck, or group of trucks completely online. We've grown to become one of the most trusted names in the trucking industry among owner operators and fleets alike.

Founder Zachary Ellis has helped companies expand their fleet, eliminate equipment downtime, and build lasting relationships with fleets nationwide—all while disrupting the status quo by implementing a cutting-edge, industry-leading platform for millions of users nationwide.

TruckVin.com takes an innovative, disruptive approach to purchasing trucks, building lasting relationships with clients from coast to coast, all while expanding our market share. This opportunity is for those that thrive in a sales environment, are coachable and teachable that seek to earn mid six figures income. Trailblazers, Type A Personalities, Top Sales Talent, this is the career for you.

At TruckVin.com we'll provide the tools, along with experienced management team to accel your career. We're experts at developing talent and demand the absolute best on our team.

Commitment to Greatness

- Dynamic opportunity managing web based and outbound contacts within company wide resources
- Communicate effectively with sales team to maintain in depth knowledge of resources and practices
- Document, track leads and business development activities in HubSpot CRM
- Negotiates offer details, presents offer, closes the sale, and revises proposal and contract, as needed
- Use Value-based selling, and expertise to move opportunities through the sales process, identifying customer needs and delivering TruckVin solutions
- Interact with Sales Coordinators to Expedite Buy Packages, assist when needed

Suitability

- 1+ Year of Prospecting, or Customer-facing experience
- Detail Oriented with Structure in Day-to-Day Schedule
- Recognizes that “NO” really means - Next Opportunity
- Customer focus and adaptability to different personality types; become the customer, reflect their image and demeanor
- Coachable Personality with Tenacious Negotiation Abilities
- General Microsoft Office skills, including Excel, Outlook and PowerPoint

Essential Qualities We Value

- Competitive, Driven Winners
- Team Atmosphere, Willing to Learn & Coachable Approach
- Continuous Follow Up & Organization Skills

Salary: \$80,400 Total Compensation (Salary + Bonus Per Truck Purchased)

We are an equal opportunity employer and prohibit discrimination/harassment without regard to race, color, religion, age, sex, national origin, disability status, genetics, protected veteran status, sexual orientation, gender identity or expression, or any other characteristic protected by federal, state or local laws.