



Rausch Advisory Services: Business Development Manager

Rausch Advisory is seeking highly-motivated, qualified candidate to join our management team as a Business Development Manager. The successful candidate will assist us in providing excellent client service and working collaboratively with the delivery team to achieve our objective of becoming our clients' trusted business advisor.

The Business Development Manager is responsible for growing the consulting and professional placement practices through both inbound and outbound efforts. This is a key role in the growth of new business at Rausch and requires a sales professional who can think strategically, while acting tactically to implement best practices in business development outreach.

The ideal candidate has a track record of growing new markets, exceeding their quotas and is very process oriented. This individual is focused on hitting revenue goals but has experience in nurturing a community and positivity among a team.

Essential Functions:

- Identifying business opportunities with respects to consulting, staff augmentation and professional placement in the areas of Internal Audit, Information Security and Finance and Accounting;
- Building and maintaining successful relationships with prospects and existing clients;
- Collaborating with executives on business strategy to determine objectives;
- Create contract-winning proposals for prospective and existing clients;
- Negotiate and communicate contract terms with clients;
- Evaluating current business performance and operations remaining up to date on industry news; and
- Attending professional networking groups such as the IIA, ISACA and CPA societies.

Qualifications:

- Bachelor's degree or equivalent work experience in related field;
- Demonstrated achievement in business development;
- Excellent verbal and written communication skills, including facilitation of group presentations;
- Proficiency in Microsoft Office applications, including but not limited to, Outlook, Word, Excel, PowerPoint, Access, and industry-specific software;
- Basic understanding of the industry, with the ability to become a subject matter expert on the job; and
- Innovation and problem-solving skills that include the ability to develop and propose solutions for clients.

Pay: Base Salary based on experience and uncapped commissions structure.

Benefits: Medical, Dental, Vision and 401K.

Schedule: Full-time; work is during business hours



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Primary Work Location: Atlanta, GA.

We are an Equal Opportunity Employer and do not discriminate against any employee or applicant for employment because of race, color, sex, age, national origin, religion, sexual orientation, gender identity and/or expression, status as a veteran, and basis of disability or any other federal, state or local protected class.