

SENIOR BUSINESS DEVELOPMENT MANAGER

Business Development team at CSI Washington DC located in Falls Church, VA

The role of BD Manager at CSI-DC is to maintain good working relationships with existing clients and actively identify and generate prospects using strategic sales strategies with the overall company's revenue goal and their individual revenue goal in mind. To generate exposure for the local CSI DC office as well as the CSI-DMC brand overall and fully support the mission, philosophy and deliverables of the company.

CORE RESPONSIBILITIES

- Achieve Annual revenue goals as mutually agreed upon
- Build and maintain active relationships with identified accounts
- Maintain relationship with DDC team with main focus on accounts that have DMC business, attend sites, partner with FAM's or other events
- Build and Maintain relationships with assigned hotels to included monthly visits, presentations, and partnerships on FAM's and other events
- Utilizing customer lists, hotel referrals, existing and past relationships, identify accounts with DC potential, research and create solicitation plan and or trace/follow-ups
- On-going networking through evening industry events, one-on-one meetings/lunch/dinner, hotel visits and other sources
- Collaborate with Account Managers to best identify client's needs and solutions, attend site visits and assist with closing the business where needed
- Plan and/or execute events, happy hours, outings for hotel sales and events team and DDC as to educate/keep updated about CSI DC
- Attend/Travel for trade shows and sales missions based on DDC co-ops and the CSI travel schedule as set forth by the President.
- Work with Creative Services collaboratively on CSI signature events as well as marketing pieces and other deliverables as needed
- Constantly represent CSI and be a spokesperson for the brand, positive and knowledgeable updates at hand
- Identify and refer potential opportunities through DC business development efforts to other CSI destinations, refer/introduce prospective clients to National Account Managers
- Maintain database entries and call reports for all opportunities, generate reports where needed
- Participate in on-going training and learning opportunities as provided by the company

Please Note: This job description is intended as a general summary of the position; however, the individual will be expected to perform any functions or responsibilities that may be assigned from time to time. The functions and responsibilities of the position may change over time, in special circumstances, or on an individual basis. This job description is not intended to limit or otherwise affect the work to be performed or assigned.