

Remote Business Development Manager

Due to exponential growth in 2014, RLT Consulting Group, LLC seeks a talented Remote Business Development Manager to streamline business growth and facilitate conversations with prospective clients. This position has no set hours. If you think you can do the job in less than 5 hours a week then go for it. There is no pressure at RLT Consulting Group, LLC to sell anything and we want our prospective employees to know that.

Work and learn alongside a talented group of business, marketing and technology consultants; while showcasing your talents primarily remotely. Due to the breadth of services that we perform, we encourage diversity of skills (creative, technical, analytical, etc.). In this role, you will assist RLT Consulting Group, LLC in the development and closing of new business accounts; while maintaining an efficient communications stream with both prospective and current clients.

New Business Development

- Prospect for potential new clients and turn this into increased business.
- Identify potential clients, and the decision makers within the client organization.
- Research and build relationships with new clients.
- Set up meetings between client decision makers and company's practice leaders/Principals.
- Plan approaches and pitches. * Work with team to develop proposals that speaks to the client's needs, concerns, and objectives.
- Participate in pricing the solution/service.
- Handle objections by clarifying, emphasizing agreements and working through differences to a positive conclusion. * Use a variety of styles to persuade or negotiate appropriately.
- Present an image that mirrors that of the client.

Requirements

- Bachelor's degree or Master's Degree in Computer Science, marketing, SEO, business administration, or related field
- Must be able to blend technical and creative skills all from a business point of view
- Ability to prioritize and distill many priorities into clear action plan and execute to deliver client facing results
- Proven analytical ability – Must be data driven, passionate about metrics and results oriented
- Must be a self-starter and continue to learn as solutions and industry dynamics change
- Must have excellent communication skills and be able to work with customers and team members to execute on an implementation plan

RLT team members are outstanding **problem-solvers** with excellent **communication** skills. They're effective workers in groups and individually. Do you have what it takes to join our team of experts?

Sending Your Resume

Send your resume and cover letter to info@rltcg.com. In the subject line put the position that you are interested in preceded by your First name and Last initial. In the body of the email, write one paragraph stating why you are interested in the position and one paragraph explaining why you would be a good fit. Applicants that call and/or do not follow the directions above will be immediately withdrawn from candidacy.

Perks of Working with RLT Consulting Group, LLC

- Every staff member/intern has the ability to receive 10% of dollars received for any contract they bring in for the life of the contract; as long as they are employed at RLT Consulting Group, LLC.
- Most staff members/interns can work almost entirely remotely.
- Our business culture is "Work hard, so you can play harder".
- There are no politics or hierarchy at RLT Consulting Group, LLC. There will be times where you may be working alongside the CEO (He's a fun guy).