



BUSINESS DEVELOPMENT MANAGER (Oakland, CA)

JOB DESCRIPTION

BACKGROUND

ARCCA's Business Development Manager is primarily responsible for identifying and expanding the company's network of contacts in the insurance, legal, corporate, and governmental agency areas, growing those relationships, and pursuing new business opportunities with existing and potential clients in the San Francisco Bay area and throughout the State of California.

For more than 30 years, ARCCA has provided expert forensic, scientific, and engineering solutions to its clients, helping them with all aspects of their cases or claims – from initial investigation and evidence preservation to design, testing, expert reports, depositions, exhibit preparation, and trial testimony. In addition to performing research & development, testing and evaluation services, some of ARCCA's specialty areas are Accident Reconstruction, Biomechanics, Transportation, Failure Analysis, Human Factors, Premises Liability, Fire/Explosion, and Property Loss.

ROLES & RESPONSIBILITIES

- Establishes, develops, and maintains business relationships with current and prospective clients (law firms, insurance carriers, etc.) to generate new business;
- Attends and participates in industry events such as trade shows, conferences, and meetings;
- Maintains client relationships ranging from cold calls and visits to presentations with existing and prospective customers;
- Expedites the resolution of customer issues or complaints;
- Manages the life cycle of a case from identifying prospects to client meetings to case intake to ongoing project/case management.

REQUIREMENTS

- Bachelor's degree in Marketing, Business, Engineering, or related field;
- 5+ years' sales experience in a similar professional organization;
- Experience and/or background in the litigation / insurance claims industry, preferred;
- Excellent verbal and written communication, interpersonal, and presentation skills;
- Demonstrated aptitude for problem-solving with ability to determine solutions for clients via a consultative sales approach;
- Understands the importance of effective teamwork and possesses the ability to gain access and effectively interact at high levels within client organizations;
- Proficiency with contact management database software, preferred;
- Ability to develop client base by attending after-hours business related events and social functions.

HOW TO APPLY

Please submit your resume and cover letter to Christie Voelker, Human Resources Director, at jobs@arcca.com.