



BUSINESS DEVELOPMENT MANAGER (SOUTHEASTERN U.S.)

JOB DESCRIPTION

BACKGROUND

ARCCA's Business Development Manager acts as a liaison between our clients and employees to promote and support ARCCA's forensic engineering and expert witness consulting services in the areas of personal injury, accident reconstruction, mechanical failure, and property claims. ARCCA experts are both regional and national and are highly specialized experts in many diverse fields. We are seeking a Business Development Manager for the Southeastern U.S. region. Seasoned sales managers with contacts in law firms and insurance carriers are highly encouraged to apply.

ROLES & RESPONSIBILITIES

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

JOB REQUIREMENTS

- Bachelor's degree in Marketing, Business, Engineering, or related field - preferred.
- 5+ years' sales experience in selling or marketing of professional services.
- Experience and/or background in the litigation/insurance claims industry, preferred.
- Travel required 50-80% of the time covering the southeastern U.S. with an emphasis on supporting the ARCCA offices located in Coral Springs and Tampa, FL.
- 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.
- Full-time position with competitive compensation and benefits, including medical, dental, vision, supplemental, 401(k) + employer match, and paid time off.

ARCCA, Incorporated (www.arcca.com) is a national forensic engineering firm that provides expert forensic, scientific and engineering solutions to its clients. We offer litigation consulting services and conduct research and development projects as well.