



NATIONAL BUSINESS DEVELOPMENT MANAGER (Outside Sales) JOB DESCRIPTION

BACKGROUND

We are growing and adding a National Business Development Manager to our team who will act as a liaison between our C-Suite clients and engineers to promote and support ARCCA's forensic engineering & expert witness consulting in the areas of personal injury, accident reconstruction, mechanical failure, and property claims. ARCCA experts are both regional and national with a large variety of highly specialized experts.

ROLES & RESPONSIBILITIES

- Establishes, develops, and maintains business relationships with current and prospective clients (targets the C-Suite of large national law firms and corporations, and networks throughout) 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 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 of customer facing sales experience;
- Experience and/or background in the litigation / insurance claims industry, strongly preferred;
- 50%+ travel required throughout the country;
- 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.

HOW TO APPLY

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

ARCCA is proud to be an Equal Opportunity Employer

THE EXPERTS YOU NEED. THE EXPERIENCE YOU TRUST.