

Business Development Manager

Remote · US · Full-time · \$90k

Business Development Manager (3+ yrs BPO Sales Exp. Req.)

Location: Denver, CO preferred; remote within surrounding states

Territory: United States

Salary: \$90,000+ (DOE) Base + Uncapped Commission (~\$30k-\$60k annually)

Benefits: Legally Required Benefits Only (No Additional Company-Sponsored Benefits)

Job Type: Full-Time | Remote/Hybrid; Denver office visits may be required

Typical Hours: Monday – Friday, 8:00 AM – 5:00 PM

Travel: 30% domestic, including overnights; Business Travel Expenses Paid/Reimbursed

Start Date: ASAP

Sponsorship is not available

Business Development Manager Description

Our client in the business process outsourcing (BPO) industry is looking for two Business Development Managers to help expand their presence across the United States, ideally based near Denver, CO. In this role, you will identify new business opportunities, build relationships with senior decision-makers, and drive sales of outsourced customer support, sales, and business services solutions. You'll develop your own pipeline, conduct discovery meetings, and advance opportunities through the sales cycle with support from an established international sales and lead generation team. To succeed in this role, you must be a self-starter who is comfortable prospecting, engaging executives, and managing complex B2B sales opportunities independently. This is a great opportunity to help build the US sales presence of a reputable international business with existing US customers, proven service offerings, established pricing, marketing materials, and dedicated sales support already in place.

Business Development Manager Responsibilities

- Develop strategies to acquire new BPO clients throughout the US
- Prospect through cold calling, networking, referrals, and LinkedIn outreach
- Generate qualified leads and manage a consistent sales pipeline
- Build relationships with business owners, executives, and key decision-makers
- Conduct discovery meetings to understand outsourcing needs and challenges
- Present tailored outsourcing solutions to prospective clients
- Advance opportunities from initial outreach through contract negotiations
- Collaborate with international sales teams to secure new business
- Attend client meetings and industry events to develop new opportunities

Business Development Manager Qualifications

- 3+ years of B2B business development or sales development experience required
- 3+ years of BPO or outsourced services sales experience required
- Proven track record of generating new business and advancing deals required

- Experience with outbound prospecting and lead generation required
- Strong communication and relationship-building skills required
- Ability to work independently and manage sales opportunities required
- Willingness and ability to travel domestically ~30% including overnights required

Apply: <https://twonice.hire.trakstar.com/jobs/fk0zn4x/?apply=true>

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