



NEW BUSINESS DEVELOPMENT REPRESENTATIVE Greater Bay Area

As a new business development representative, you will be responsible for identifying and developing new business opportunities by engaging with prospective customers.

RESPONSIBILITIES:

- Identify and develop new business opportunities by engaging with prospective customers, influencers, and partners.
- Promoting the Unisource Solutions brand in the marketplace.
- Conducting market research to learn more about our industry, analyze market trends, and to track developments made by our competition.
- Develop product and pricing strategies.
- Oversee proposal creation strategies and formally present our firm's capabilities to prospective customers, designers, and industry consultants.

QUALIFICATIONS AND SKILLS:

- At least three years of experience in new business development required.
- Excellent written and oral communication skills required.
- Energetic, ambitious, and self-motivated individual who is able to work well independently and with limited direction.
- Ability to work in and thrive in a team environment.



UNISOURCE SOLUTIONS

Please visit our Careers page at www.unisourceit.com to submit your resume.

**Pursuant to the San Francisco Fair Chance Ordinance, we will consider for employment qualified applicants with arrest and conviction records.*