

# HUB International

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## **Position Title:** Business Development Manager

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**Type of Position:** Full-time

**Opportunity Location:** Westmont, IL

**Opportunity Start Date:** 12/21/2011

**Salary/Wage Range:** Competitive pay plan with annual earnings potential up to \$100,000 and beyond

### **Preferred Skills:**

- Sales orientated individual who has experience getting results and exceeding quota
- Excellent communication, listening, and relationship building skills
- Competitive / goal-driven personality
- Money-motivated / driven to success
- Positive thinker and attitude
- Career orientated
- College degree preferred
- Proficient with Word, Outlook, Excel and CRM solutions

### **Job Description:**

One of HUB's initiatives for growth includes the Business Development Team (BDT). This team's main objective is to drive organic growth for HUB by creating leads and setting appointments for top HUB producers across North America. A secondary objective of the BDT is to groom and prepare team members to take on additional responsibility as they advance their careers at HUB. This means that successful representatives will have definite career path options above and beyond this position.

Due to this team's ongoing success, we are seeking an additional Business Development Manager located in our Westmont, IL office. The ideal candidate should have aspirations to become a producer (outside sales) and view this position as a two year training ground in inside sales where they will be professionally trained and mentored for a successful career in outside sales.