



Job Title: Business Development Representative – Northern Region

Job Location: Duluth, MN/Traveling In the Field

Salary: \$60,000 - \$70,000/yr.

Mars Supply is seeking a proactive and dynamic Business Development Representative to join our expanding sales team. In this role, you will be responsible for identifying new business opportunities, engaging potential clients through outbound and warm calling strategies, and nurturing relationships to drive revenue growth. The ideal candidate will possess strong communication skills, a persistent demeanor, and be results-oriented. This position offers an exciting opportunity to contribute to our company's growth by expanding our market presence and fostering long-term client partnerships. We offer Medical, Dental, and Voluntary benefits, along with 401K Match and Profit-Sharing.

Duties

- Engage with potential clients via travel, phone, email, and other channels to understand their needs and present tailored solutions.
- Negotiate terms and close deals by demonstrating value propositions aligned with client requirements.
- Maintain detailed records of interactions and sales activities
- Collaborate with Sales Team to support growth goals
- Follow up consistently with prospects to nurture relationships and move opportunities through the sales funnel.
- Provide exceptional customer service by addressing inquiries promptly and professionally.
- Participate in regular training sessions to stay updated on product offerings, industry developments, and sales techniques.

Qualifications

- Strong energy and competitive spirit
- 1-3 years + previous Business Development experience
- Proficient in Microsoft Office
- Strong negotiation skills with the ability to influence decision-makers effectively.
- Excellent communication skills

- Knowledge of telemarketing, outbound calling, and warm calling strategies.
- Ability to manage multiple prospects simultaneously while maintaining attention to detail.
- Customer service orientation with a focus on building lasting relationships.
- A proactive attitude with the motivation to achieve targets and contribute to business growth.
- Excellent time management skills

Mars Supply is a family-owned industrial distributor founded in 1924 in Duluth, MN. It currently has offices in Duluth and New Brighton, MN, and a wholly owned subsidiary in Virginia, MN. We are looking for someone who is interested in joining a growing company and embraces our Core Values of Excellence, Trust, Respect, Resourcefulness, and Teamwork.