

Wozniak Industries

Position Title: Business Development Manager

Position Summary

The Business Development Manager is responsible for driving new business growth and expanding strategic customer relationships to accelerate profitable revenue. This role focuses on identifying, pursuing, and closing new opportunities while deepening engagement within Wozniak's top accounts. The successful candidate is a proactive, self-motivated professional who thrives on customer interaction, business growth, and measurable performance.

Primary Responsibilities

- Prospect and Close: Identify, pursue, and secure new business opportunities within assigned markets and customer segments.
- Grow Key Accounts: Expand business by uncovering opportunities and presenting strategic growth ideas.
- Lead Sales Conversations: Conduct professional, structured sales calls that uncover needs, position Wozniak's capabilities, and secure next steps.
- Collaborate Cross-Functionally: Work closely with Finance, Operations, and Technical teams to validate manufacturability, capacity, and profitability.
- Pipeline Management: Maintain accurate sales funnel reporting, clearly distinguishing between active and speculative opportunities.
- Customer Engagement: Build consistent contact and strong relationships throughout long, complex sales cycles.
- Market Presence: Represent Wozniak Industries at trade shows, industry events, and customer visits with defined objectives and follow-up plans.
- Strategic Input: Present customer insights and business cases to senior leadership to influence company strategy and direction.
- Team Contribution: Collaborate constructively with peers and leadership, balancing assertiveness with humility and respect.

Qualifications and Experience

- Minimum 5 years of B2B industrial or manufacturing sales experience with a demonstrated record of closing new business.
- Strong technical aptitude and curiosity to learn product and process details.
- Proven ability to build executive-level relationships while maintaining credibility with operations and technical teams.
- Experience managing long sales cycles and high-value opportunities.
- Solid understanding of financial principles including cost, margin, and ROI.
- Bilingual (English/Spanish) preferred due to international customer base.

- Ability to travel regularly by car and air as required.

Compensation and Benefits

- Competitive base salary of \$100,000 to \$140,000 plus performance-based commission.
- Travel and expense reimbursement per company policy.
- Comprehensive benefits package including health, dental, vision, life, STD and LTD insurance, Paid time off, holidays and a 401K with a company match.

Why Wozniak Industries

At Wozniak Industries, we are entering an exciting new chapter — investing in people, technology, and partnerships to lead our industry forward. The Business Development Manager plays a pivotal role in that transformation, helping shape the company's growth trajectory and customer success story.