



## Entry Level Business Development Manager

### **About the Culture:**

When joining Document Systems you will be part of a rapidly growing, innovative leader in document technology products and services in the southern California area. At Document Systems we create and maintain a culture encouraging new ideas, collaboration, employee development and significant rewards for exceptional performance. We believe in an environment that includes open communication and opportunities to learn from each other with monthly team building events. We foster an environment that is supportive but allows for autonomy so that everyone on the team can help us build a better future. We value integrity, having pride in our work, and above all else the drive for achievement at all levels. Overachievement is rewarded both financially as well as with opportunities for advancement.

### **About the Company:**

At Document Systems, we take pride in being the document solutions leader in Ventura, Santa Barbara and Los Angeles counties. We've earned this title by helping companies create cost control strategies and streamline business processes by providing powerful document production and management solutions. We offer a wide variety of best-in-class **printers, multifunction systems**, and document management applications as well as related services and supplies.

Our goal at Document Systems is to deliver on our promises and exceed our clients' expectations. We have the entrepreneurial attitude that you can only find in a locally owned and operated business. We believe in developing long-term, personal relationships with our customers. At the same time, we are committed to providing our employees with a work environment that fosters professional growth and enables them to participate in the company's success. We also believe in contributing to our community and enhancing our friends and neighbors' quality of life.

### **About the Job:**

As a Business Development Manager for Document Systems, you will be an essential member of a sales and marketing organization that has provided solutions to Southern California businesses for more than 20 years. You will be responsible for developing business relationships, uncovering business problems, performing presentations and securing program agreements.

Business Development Managers will have access to exclusive sales tools to enhance their success in business selling and have the potential to earn unlimited income. We'll support your career growth with significant opportunities for earning potential which will be designed to reward your initiative. Document Systems provides a comprehensive package that includes a base salary, commissions, bonuses, a 401k plan, profit sharing, medical benefits and a paid comprehensive training program.

Qualifications:

- Business experience in the way of sales, customer service or retail preferred
- Strong communication, presentation, written, and PC skills are required.
- Entrepreneurial, self-starter attitude.
- Bachelor's Degree in Business, Communication, or Psychology is preferred

Contact Information:

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