

Velocity Products is seeking a dynamic Business Development Manager. Our company markets tool holding, work holding and special designed tooling throughout North America to help manufacturers achieve the greatest return from their machine tools. Velocity Products is a division of Morris Group, Inc., one of the largest machine tool distribution networks in North America.

### **Job Responsibilities**

The Business Development Manager will work directly with the President of Velocity to represent the interests of the company, supplier's management and distribution personnel. This individual will promote our products and company to the Okuma Distribution network and their specific tool holding and work holding opportunities within the manufacturing industry.

### **Other duties include, but are not limited to:**

- Product Management Responsibilities
- Communicating with upper management and staff on projects, opportunities, and market needs/potentials
- Evaluating competitive products and providing feedback to the sales team
- Maintaining all sales opportunities and communication in our CRM system (Salesforce.com)
- Participating in the annual development and execution of business and marketing plans
- Providing technical expertise to the field in regards to product training and sales support
- Interfacing with Okuma OEM personnel and attending Distribution and Okuma events
- Possessing and maintaining an in-depth knowledge of the machine tool industry and products represented by the company

### **Job Competencies/Qualifications**

- Bachelor's Degree and five years of equivalent experience or a combination of the two; Mechanical Engineering experience a plus, but not required
- Background in Tool Holding and Work Holding experience a requirement
- Broad knowledge of the machine tool industry, applications, and technical requirements
- Experience in both manufacturing and sales environments, including supplier relationship management
- Strong leadership and project management skills; possess a track record for driving sales through direct and distribution channels
- Excellent verbal and written communication and logistical skills are required
- Proficiency in Microsoft Office Suite and other business related programs as necessary
- Regional travel and some international travel is required

**Benefits**

Velocity Products offers competitive salary plus commission, comprehensive benefits packages, company car allotment and paid business expenses.

Morris Group, Inc. is an EO Employer-M/F/Veteran/Disability. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, disability, protected veteran status, sexual orientation, gender identity, or any other protected class.

Contact::

Robert L. Bauer

Vice President

Velocity Products

[bbauer@velocityproducts.com](mailto:bbauer@velocityproducts.com)

860-604-6201