



## **Director, Business Development Food and Beverage Manufacturing (GMP)**

### **Opportunity:**

For a dynamic sales & marketing professional to apply strong relationship building and business development skills in this role for Hixson, a Cincinnati-based architecture, engineering and interior design firm. This key role requires someone with an entrepreneurial spirit to deliver exceptional service to the firm's food & beverage manufacturing clients and develop new client relationships intended for long term partnerships.

### **Position:**

Reports to the Manager of Business Development. Develop and execute the business development plan for Hixson's food and beverage strategic business unit. Responsible to identify, qualify and engage potential new business partners and sell Hixson's services in a professional manner consistent with company values. Embrace and represent Hixson's culture of providing exceptional quality, customer service, and commitment to continuous improvement.

### **Candidate:**

- BS, Marketing, Business, Architecture, Engineering, or related field
- 5-10 years of consultative sales experience with senior client executives; food/beverage industry a plus
- Sophisticated sales of intangible services and/or customized systems
- Proven track record of utilizing traditional and non-traditional marketing communications and business development initiatives
- Relationship builder: Ability to achieve "trusted advisor" status with client decision makers
- Strategic in nature; High integrity; Strong presentation skills; Team player

### **Compensation:**

Competitive compensation commensurate with experience, plus excellent benefits package; Hixson offers a team oriented work environment, opportunity for personal and professional growth, challenging projects, and ownership potential.

### **Contact:**

Martha Montgomery, Staffing Facilitator, Hixson, 659 Van Meter Street, Cincinnati, OH 45202; Fax: 513.241.1287; E-mail [careers@hixson-inc.com](mailto:careers@hixson-inc.com). **EOE/M/F/D/V**