

 <p style="text-align: center;">ARS JOB DESCRIPTION</p>	<p>REVISED: 08/19/2015</p>
<p>JOB TITLE: Director of Business Development</p>	<p>LABOR GRADE: EX01</p>
<p>DEPARTMENT: Business Development</p>	<p>EXEMPT STATUS: Exempt</p>

ARS Restoration Specialists provides expert emergency cleanup and restoration. We respond to your emergency loss quickly to help minimize the damage caused by your emergency situation. Our goal is to provide clients with quality restoration services to restore their property to pre-loss condition. We focus on repairing before we replace. Our responsibility to the client is to preserve and restore the affected property and to limit the extent of the loss from smoke, fire, water and storm damage whenever possible.

ARS Restoration Specialists has a professionally and financially rewarding opportunity for an enthusiastic, motivated sales management superstar with 10+ years of successful outside sales experience and 5+ years of proven sales management experience.

At ARS, you'll have the opportunity to work for a New England leading company that has been helping people recover from water, fire, smoke, food and mold damage for almost 30 years. You will report to the Chief Sales Officer.

SUMMARY OF RESPONSIBILITIES

#1 RESPONSIBILTY

Help your team achieve its sales goals and help drive revenue growth for the organization.

- Manage, train, inspire, and develop sales people
- Lead people on how to get “New Business Growth” and “Big Meetings” Recruit and hire “high performing” sales people
- Conduct quarterly reviews that hold people accountable
- Network continually is a key aspect to this job
- To penetrate accounts and develop strong and lasting business relationships
- Create marketing strategies on industry verticals
- Attend daytime and evening networking events on a weekly basis

DESIRED SKILLS COMPETENCIES

- Competitive person who enjoys winning
- Seizes opportunities-proactive and takes initiative and ownership for success
- Great instructor who enjoys teaching and seeing others have success
- Strong leadership skills

- Delivers compelling presentations
- Listens actively to questions, concerns, and input
- Communicates articulately-able to convey messages clearly and succinctly
- Demonstrates flexibility/resilience-able to work through adversity
- Seeks customer feedback on all aspects of project performance.

REQUIRED SKILLS COMPETENCIES

- Superior networking skills are essential to success in this position
- Demonstrated ability to get to the key decision makers in an organization
- Demonstrated experience in developing lasting, productive business relationships
- Five plus years of successful outside sales experience; restoration service sales a plus
- Excellent communication skills: articulate, persuasive and enthusiastic
- Strong presentation skills

To learn more about ARS, visit www.arsserve.com

For consideration, please send a cover letter and your qualifications to CFlaherty@arsserve.com