



We are seeking an experienced and dynamic team member for a **Director of Business Development** position based in our Las Vegas office.

Company Overview:

Since 1999, Telli has become a leading distributor internationally for resort salons and spas. We offer a full product selection of spa & salon operating supplies, furniture, equipment, locker room and retail. We truly value what we do and pride ourselves on customer service. Our goal is to make ordering seamless as we are always working on new and innovative ways to provide service to our customers.

At Telli, we believe ordering supplies or equipment should be simple and stress free. We understand that your business is built on providing exceptional and personalized services for each of your guests. We also have the passion to provide that same level of care and attention to you, our valued customer.

Roles and Responsibilities:

- Monthly Follow-Up with current accounts at corporate level with calls, emails and/or visits to highlight new product lines.
- New corporate business development with calls, emails, trade shows, group presentations and/or visits to promote Telli and develop new business.
- Corporate price quotes and comparisons for accounts (with Account Managers).
- Attend social events.
- Travel to trade shows. (approximately 6 trips per year)
- Travel to specific cities quarterly to meet with current and prospective accounts at corporate level. (As necessary)
- Market research/prospecting pre-show/visit.
- Post show follow up along with account managers.
- Market research/prospecting new accounts.
- Analyze sales statistics to determine sales potential, monitor customer preferences and inventory requirements (with Buyer).
- Plan and set the strategic direction of the sales and marketing program to maximize profit and increase product or service visibility (with management).
- Development of business plans and strategies. (with management)
- Develops objectives and policies for the sales and marketing department (with management).
- Promo, six times per year. Select all product along with the sales team.
- Assist with annual catalog changes.
- Meet with management regarding next year's trade shows and scheduling.
- Prepare for all tradeshow including marketing materials and gift bag preparation.
- Review new product lines and determine viability within our product line up along with sales team.

Qualifications:

- Excellent customer service skills on phone, email and in person
- Driven and results-oriented
- Demonstrate aptitude for problem solving is a must
- Ability to determine solutions for customers
- Must have a minimum of two years-experience in spa/salon operations
- Ability to efficiently and productively multi-task in a fast-paced environment
- Enthusiastic and positive
- Self-starter with friendly and outgoing personality

- Enjoys working with people
- Computer skills in programs such as Outlook and Excel
- Team player is a must
- Spa/Salon Industry Sales experience beneficial
- Position Location: Las Vegas Nevada

Full Time, Monday-Thursday 8:00am-5:00pm, Friday 8:00am-2:00pm.

Paid vacation

Paid holidays

401 (k) Profit Sharing Plan

Company paid health insurance

Salary plus commission and bonus opportunities

If you believe you meet the requirements and are interested in this position, please send your resume to hr@telliind.com.