



BUSINESS DEVELOPMENT ASSOCIATE
CAN YOU SNIFF OUT AND CRACK OPEN COMPLEX TRANSACTIONS?

Fast-paced, entrepreneurial, growth-oriented deal-making company needs a top-shelf business development associate to crack open deals.

We are one of the premier companies in the US that develops unique solutions for financially distressed companies that have commercial and industrial assets, or companies with surplus equipment. We do this using three methods: large auction sales, asset-based financing, and equity investments in operating companies.

We cultivate a culture that is entrepreneurial, creative, relationship-based, and team-oriented. We love challenge, change, and we push ourselves to grow. We're a small firm of 20 people, and we're looking for someone who wants to evolve with us, and work with us to build something new for the future. Your growth is only limited by you, not by job titles or hierarchy or seniority.

The Position

- Crack open leads by finding and interacting with decision-makers, sniff out and create opportunity, pursue persistently, and work with our partners to structure and close the deal.
- Work on deals directly with partners, be part of high-level conversations, and learn deal-making.
- You'll receive the majority of your pre-qualified leads from the team. You'll find the right people, make contact and follow-up, understand and develop the opportunity, and then assist our deal team to close the deal.
- You'll build relationships with the professionals you meet on these deals, and create your own referral sources over time.
- Growth: You'll experience all sides of our business, pursue initiatives and experiments of your own design, create a niche, learn deal-making or auctioneering or something we haven't thought of yet – we're entrepreneurs, and we want you to be one too.

You

- Always exceeding your quota, honing your selling skills, and increasing your year-over-year successes.
- You have big-picture conversations with executive level decision-makers, and you talk to them about *their* goals, not what *you're* selling.
- Unafraid of cold-calls, easily navigate objections, and work multiple sources on a deal.
- You've been successful in a similar role in the world of B2B sales.
- Enjoy chasing complex transactions that evolve or change on a dime.

Contact:

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