

Business Development Manager

CTMI, LLC

We invite you to explore a career with a growing Texas based professional services consulting firm specializing in expense recovery and tax savings consulting services. With a client base ranging from middle market to Fortune 500 companies, we specialize in the recovery and reduction of operating expenses and taxes for our clients. CTMI has experienced growth in each business line given our client's desire to reduce expenses and secure recoveries of duplicate and overpaid accounts payable transactions and refunds of state, local and federal income taxes.

CTMI seeks a dynamic Business Development Manager (BDM) to join our team to focus on the Houston and South Texas market. This is an excellent opportunity for the right candidate to join a stable and growing firm. The BDM is charged with the development of long-term client relationships to expand our client base, build awareness of our service offerings, and generate revenue. This entrepreneurial position entails working in a team environment, a compensation structure encompassing a base salary and a lucrative commission payout program.

The successful candidate will be responsible for managing the entire sales process in the defined territory including strategic identification of opportunities, networking with senior financial and tax professionals (i.e. CFO, Controller, Tax Director, etc.), account planning, making sales presentations, and closing business. This is a great opportunity to help develop a growing practice within a stable and growing organization and be rewarded for successful results.

The role consists of the following, but is not limited to:

- Develop and manage territory coverage and account strategy plans and execute against sales objectives
- Participate in firm-wide sales activities including focused sales campaigns, conferences and events
- Perform strategic account reviews with team to identify and target practice area specific opportunities
- Share successes and ideas within the marketing and management team
- Familiarize established accounts with our recovery services, and thought leadership materials
- Maintain an accurate sales pipeline within our CRM system (and/or other internal systems)
- Stay well informed on industry changes, participate where possible in professional organizations directly involved with our prime markets, and continually work to improve sales techniques and knowledge

Qualifications

- Bachelors degree required with a CPA or professional designation a plus
- Prior experience as a CFO, Controller or financial executive active in various community and professional organizations is preferred
- Seasoned financial executive with a strong network of peer CFO's, Controller and Tax Directors
- Knowledge of Accounting, Tax and Technology
- 5+ years of solution sales experience in a professional services environment highly preferred
- Excellent communication (verbal, written and presentation) and leadership skills required.
- Proven ability to successfully interface with C-level executives, management, and financial decision makers.

LOCATION

CTMI's principal offices are located in Fort Worth, Texas. The position will be located in Houston, Texas.

Please E-mail resume and cover letter to careers@ctmi.com