



## **POSITION: Growth and Business Development Manager**

ICR Resources, a rapidly growing provider of custom automated industrial machinery, electrical and mechanical engineering services is currently seeking a select person to fill a senior level position. Successful candidate will be on path for an executive level position within our company.

### **Wage:**

110-160k (based on experience)

### **Benefits:**

Health  
Vison / Dental  
401K (Matching)  
Short Term / Long Term Disability  
Life Insurance  
Holiday / Vacation

### **Key Attributes:**

- Extensive background in forging new customer relationships with strategic clients
- Capable of building and managing a decentralized sales team.
- Ideal candidate will strive to understand and get to know the Team
- Possess a strong business acumen.
- Understand economic and industrial trends, recognizing segments for market expansion and business opportunities.

### **Must Have:**

- An extensive history of working closely with engineering, manufacturing personnel and other staff in various disciplines
- Be able to communicate immediate term (weekly) plan of action while providing real time feedback results
- Excellent personal communication
- Possess the ability to understand, navigate and penetrate customer's company structure

### **Position Tasks:**

- Work with ICR senior management in developing long term strategies
- Expected to convert strategies into monthly and weekly activity for attaining successful long-term growth
- Extensive background in CRM resources and a strong sense of direction in managing with these tools
- Have a strong market knowledge of our target products. Including industrial machinery, automation, hardware, and engineering services
- Continuously balance market growth with talent acquisition
- Extensive leveraging social media as well as other means that would be highly effective in showcasing our products

**Travel:** As required. Schedule will be self-determined for optimal work life balance.

**Send Resume to:** [hr@icrresources.com](mailto:hr@icrresources.com) **Please provide at least 3 references**