

# Business Development Specialist

Original Works – Stillwater, NY

## *Job Description*

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Not afraid to pick up the phone? Like the challenge of managing existing customers while cultivating new business? Join our inside business development team and help us grow!

Located in the beautiful countryside off Saratoga Lake, and just minutes from Saratoga Springs, Original Works is the leading art based fundraising company in the country. We are currently seeking an experienced professional to join our growing inside sales team.

### Key Responsibilities:

- Develop our new customer base of schools via phone calls, e-mail campaigns and regular follow-up on assigned leads.
- Build existing customer repeat rate through the development of strong relationships and skillful management of customer needs and expectations.
- Work in a team based environment where you will regularly interface with our Manufacturing, Customer Service and Marketing teams to develop and deliver an outstanding overall product and experience to our customers.

### Skills Required:

- Excellent verbal and written communication skills.
- Experience with inside sales via the phone.
- Ability to think creatively.
- A team oriented attitude.
- Computer, internet and e-mail marketing competency.
- Proficiency in Microsoft Office.
- Experience with CRM applications helpful.

Competitive salary, bonus potential and benefits. [www.originalworks.com](http://www.originalworks.com)

**To apply send your resume to:**

**[owyHQ@originalworks.com](mailto:owyHQ@originalworks.com)**