

Job Name: Business Development Manager – Eastern Region

Job Type: Exempt

Compensation Description: Exempt, Salary - Annually

Reports to: VP of Leasing

Close Date: April 30th, 2025

POSITION SUMMARY

Responsible for account management to internal and external customers and stakeholders, customer proposals, lease machine availability, administration associated with leasing equipment, and scheduling and communicating shipping to and from customer sites.

ESSENTIAL DUTIES AND RESPONSIBILITIES

- Assist all stakeholders by fostering a positive and creative environment to facilitate a successful sales & leasing experience
- Effectively communicate information between customers, sales team, and management
- Track and report all inquiries for equipment sales and leasing in company CRM databases
- Developing and implementing strategies to target new markets and customer segments
- Establishing and nurturing relationships with key stakeholders, including clients, partners, and industry influencers
- Managing existing client relationships to ensure customer satisfaction and retention
- Create machine leasing proposals via CRM and submit to customers and sales staff in accordance with specified deadline(s)
- Liaise with Contract Administrator to exchange required information to comply with company and customer policies; ensure adherence to company and customer policies before shipping equipment
- Travel up to 50%

QUALIFICATIONS AND EDUCATIONAL REQUIREMENTS

To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill, and/or ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

- Bachelor's degree and Minimum of five (5) years related experience working with MOW equipment or shown ability to learn new industry, construction type equipment and specific railroad customer categories
- Strong project management aptitude and personal characteristics required
- Intermediate personal computer skills, including electronic mail, scheduling, word processing, spreadsheet, presentation, graphics, routine database activity
- Formal sales training skills is beneficial

PERSONAL CHARACTERISTICS

The specific personal traits required to accomplish the essential duties of this job successfully include:

- Energetic with a desire to learn new skills
- Exceptional organizational skills
- A strong understanding of the industry and market trends is beneficial
- Ability to work collaboratively in a fast-paced environment while managing multiple priorities
- Ability to work cross-functionally with Sales, Service, Operations, Accounting and Finance
- Ability to manage time-sensitive projects
- Works well under pressure and meets established deadlines
- Ability to problem-solve, think logically and work independently
- The ability to negotiate contracts and agreements effectively is critical
- Ability to demonstrate a positive attitude and lead by example consistently
- Strong verbal and written communication skills
- Strong interpersonal skills with a collaborative approach
- Ability to guide others in a professional manner and serve as a mentor
- Proven experience within the railroad maintenance industry specifically railroad construction and maintenance machinery

Please note: This job description is not designed to cover or contain a comprehensive listing of activities, duties or responsibilities that are required of the employee. Duties, responsibilities, and activities may change, or new ones may be assigned at any time with or without notice.

RELAM is an Equal Opportunity Employer and Prohibits Discrimination and Harassment of Any Kind: RELAM is committed to the principle of equal employment opportunity for all employees and to providing employees with a work environment free of discrimination and harassment. All employment decisions at RELAM are based on business needs, job requirements and individual qualifications, without regard to race, color, religion or belief, family or parental status, or any other status protected by the laws or regulations in the locations where we operate. RELAM will not tolerate discrimination or harassment based on any of these characteristics. RELAM encourages applicants of all ages.