



## Business Development Specialist Description

Snipes Design Agency (SDA) is a woman-owned and led graphic design agency specializing in creating dope designs for brands that excite and inspire. SDA has worked with large and small brands including Yelle Beauty, Chene House, The Fountain House, and Sandlot Southeast.

We are currently seeking a Business Development Analyst who has a love and appreciation for design and branding to improve our brand recognition and help boost our financial growth. This is an exciting opportunity to create action plans and sales strategies that will help us reach our growth initiatives — including new customer acquisition and client optimization. As a Business Development Analyst, you will be responsible for generating new client business through prospecting, networking, and following up on recommendations.

What You'll Be Responsible For:

- Acquire new customer relations and new design contracts
- Prospect profitable corporate design opportunities
- Build strong, long-lasting relationships with prospective and new clientele
- Produce professionally written proposals and communications for clientele and for internal use
- Review specifications and contract documentation for each project
- Collaborate with SDA Owner on market segment focus and bid pricing

What We're Looking For:

- Previous experience with business-to-business sales and business development
- Ability to build and maintain strategic relationships and engage with prospects
- Impeccable verbal and written communication skills, including strong presentation skills
- Robust interpersonal skills
- Familiarity with project management methodologies
- Familiarity with the creative and advertising industry
- Problem-solving skills to propose mutually beneficial solutions
- Ability and willingness to attend meetings with prospective and current clients
- Knowledge of social media marketing communication including LinkedIn, Facebook, and Instagram

What We Offer:

- Flexible schedule
- Remote work
- Exciting and fast-paced environment
- Competitive Pay

To apply please send your resume to [Sasha Willis](#) with **Subject: SDA Business Development Analyst Application**