

**Job Title:** Business Development

**Location:** Cockeysville, MD (Remote)

**About the Position:**

We are looking for a self-motivated, diligent, and dynamic individual who can work both independently without supervision and in a team environment. Individual must have proven business development experience in a fast-moving industry. The position will be responsible for new business development in a professional and courteous manner and establishing solid relationships with our client base and working closely with management, implementation and support specialists, other business development specialist, clients, and developers to provide superior customer service in support of products developed and sold exclusively by Paradigm Software, LLC.

**Responsibilities:**

- A demonstrated ability and desire to perform business development duties which include but are not limited to professional and courteous phone skills, producing correspondence, responding to Request for Proposals, attending regional, national, and international trade shows, and scheduling product demonstrations
- Work with other team members to improve, streamline, and enhance procedures
- Basic knowledge of Microsoft Office
- Great interpersonal skills accompanied with strong communication and organizational skills
- Ability to prioritize and multi-task
- Perform any other duties as needed as specified by management

**Key Qualifications:**

- Bachelor of Arts Degree in Business, Communications, or similar experience
- Business development
- Customer service
- Microsoft Office
- Excellent written and oral communication skills
- Strong commitment to high quality work and timely deliverables
- Dedicated to acquiring new sales techniques
- Drive to meet and exceed lead benchmarks
- Ability to work under pressure and with other highly talented employees

**About us:**

For over 30 years, Paradigm Software, L.L.C. has remained at the forefront of the weighing industry, delivering cutting-edge software solutions. By joining our team, you'll become part of a company that prioritizes leveraging the most advanced technologies available, supported by a team of highly skilled industry experts. At Paradigm Software, LLC, we're committed to promoting equal opportunities in the workplace, and we welcome candidates from diverse backgrounds.