



New Business Development Professional – ALL4’s EnviroReview™ Kimberton, PA

New Business Development Professional – ALL4’s EnviroReview™, an exciting and remarkable opportunity with a growing environmental consulting firm. (High level earnings potential)

Opportunity: All4 Inc. (ALL4), an environmental consulting firm, has a tremendous new business development opportunity to grow ALL4’s innovative environmental regulatory update product, EnviroReview™. ALL4 is seeking a high–level, successful, driven sales professional with a proven track record in:

- Cultivating life-long business to business relationships;
- Causing and creating results in identified markets;
- Mastering selling strategies, processes and methods;
- Identifying and understanding the science of sales;
- Driving results through self-directed behavior;
- Implementing plans and strategies to achieve and exceed targeted objectives; and
- Possessing a true openness to continual learning, training and coaching.

ALL4 is an energetic, successful, empowered, ever-evolving organization. ALL4 is centered on the personal and professional growth of each person in the organization while concurrently growing the ALL4 business. We are an organization built on a culture of accomplishment and personal accountability and we challenge each person to make a substantial contribution to the overall success of the organization by clearly defining and measuring specific goals.

Responsibilities:

The EnviroReview™ New Business Development Professional responsibilities include:

- Every aspect of the complete sales cycle;
- Development of business relationships leading to selling opportunities;
- Account growth and continuance of business relationships leading to repeat sales opportunities;
- Growing markets that benefit from EnviroReview™;
- Targeting companies within various target markets through cold calling, networking, referrals and relationship development;
- Creating consistent positive new business development outcomes by leveraging the unique values of EnviroReview™;
- Mastering ALL4’s sales methodology and tracking systems;

- Professionally representing ALL4;
- Understanding ALL4's other service offerings and recognizing/identifying opportunities; and
- Performing job responsibilities in a self-directed accountable manner.

Benefits:

ALL4 offers a remarkable new business development career opportunity to expand EnviroReview™. The position includes ongoing training, support and development; a base salary; unlimited commission; bonus program; and an unmatched benefits package: full employer paid medical, prescription, vision and dental, 401K, life and long-term disability insurance.

This position is not for those who want to “just find a job.” Nor is it for those who do not clearly understand the roles, responsibilities, or expectations described herein. We are sincerely only interested in candidates that:

- Are serious about their career and are looking for the opportunity to measure success based on their own merits;
- Will make a tangible contribution to the growth of the company;
- Strive to work in a culture of accountability;
- Are looking to be part of an organization that is striving to be "best in class" every day;
- Are seeking earnings potential; and
- Are interested in joining an extraordinary organization while adding to our culture of accomplishment.

Qualified candidates should forward resume and cover letter to enviroreview-sales@all4inc.com. To learn more about ALL4 and EnviroReview™, visit www.all4inc.com.