

Position: Business Development Manager
Company: Tesser

Tesser, an award-winning, San Francisco-based brand strategy and design firm, is looking to find an experienced Business Development Manager to join its team. We are a tight-knit, hard-working agency with exciting national-level brand imaging projects specifically focused in consumer goods and restaurant/retail design. We work for national and global blue-chip clients, like Wendy's, Chili's, Ben & Jerry's, Musco Family Olive Co., and Denny's.

About You

You are a sales superstar with extensive experience building client relationships in the restaurant, retail and/or consumer goods industries. You have previously worked in a creative services agency, ideally multi-disciplinary design or branding, and have extensive experience developing and executing strategies that support the growth of new and existing client relationships for large, national clients. You are familiar with the entire design process, from initial scoping to successful end product deliverables.

You are self-motivated, organized, have superior interpersonal and communication skills. Most importantly, you are skilled at building successful relationships with C Level executives and Director level personnel in restaurant, retail, and packaged goods companies.

About the Position

Your key responsibilities as the Business Development Manager at Tesser are to identify, develop and engage business relationships for the purpose of generating and maintaining new client business. You will conduct research, analyze industry competitors, and report on trends to maintain a competitive edge. Making cold calls, traveling to on-site meetings, and writing clear, winning proposals will be fundamental to your success. You will also develop effective strategies for client meetings, pitches, and closings.

You will use your multi-disciplinary background to develop and execute marketing strategies that improve account development and lead generation, including email campaigns/newsletters, direct mail, trade publication advertising, website evolution, dynamic media, presentation design, and public relations.

What You Need to Send Us

If you fit the requirements above, please send your cover letter and resume to resumes@tesser.com. Only PDF and Word documents will be accepted.

Please note, all emails must have "Business Development Manager – YOUR NAME" in the subject line.