



Business Developer

Natare is seeking a Business Developer to join our dynamic team.

Job Summary: The Business Developer will play a crucial role in expanding our network of dealerships and maintaining strong relationships with existing partners. This individual will be responsible for identifying and recruiting new dealers, negotiating contracts, and providing ongoing support to ensure the success of our partnerships.

Responsibilities:

- Identify and prospect potential dealership partners in the designated region.
- Build and maintain strong relationships with existing dealerships.
- Negotiate and finalize dealership agreements and contracts.
- Provide ongoing support and assistance to dealers, including training, marketing support, and problem resolution.
- Collaborate with internal teams to develop strategies for increasing dealer performance and profitability.
- Stay updated on industry trends and market conditions to identify new opportunities for growth.
- Prepare regular reports and presentations on dealer performance and market trends for management review.

Requirements:

- Proven experience in sales, business development, or account management, preferably in the aquatics industry.
- Strong negotiation and communication skills.
- Ability to build and maintain relationships with dealers and other stakeholders.
- Excellent problem-solving and analytical abilities.
- Self-motivated with a results-oriented mindset.
- Willingness to travel as needed.

We offer competitive compensation, benefits, and opportunities for career growth within our organization. Interested candidates can apply by sending their resume to natarehr@natare.com with the position as the subject line.