



AVANTI RESTAURANT SOLUTIONS IS HIRING A BUSINESS DEVELOPMENT ADMINISTRATOR

Are you looking for a work environment where you can collaborate with other colleagues who are genuine and have a drive to succeed? Are you energized by generating new business through prospecting sales leads? Are the words marketing trends, social media, and marketing qualified leads like music to your ears? Do you enjoy collaborating with others and working as a team? If this resonates with you, please apply at Avanti Restaurant Solutions for the position of Business Development Administrator.

Avanti Restaurant Solutions, a successful, privately held, \$40M company, is looking for a Business Development Administrator to support the Business Development Manager in the Sales Department through driving sales efforts and new business revenue generation.

Please apply if you have all or most of the following skills:

- Ability to relate and interact with people to develop relationships
- Ability to successfully multi-task and prioritize
- Driven to get the job done with a can-do attitude
- Salesforce and AutoQuotes experience or ability to learn a new software program
- Professional and effective verbal and written communication
- Willingness to travel up to 20%, as needed

Day to Day Responsibilities:

- Assist in prospect, contacting, and providing accurate RFP's to potential customers based on segments
- Understand pipeline, win rate percentage, and assist with accurately projecting sales wins
- Accurately log all relevant emails, phone calls and meetings in Salesforce on a weekly basis
- Available to customers requests and needs at all times
- Attend weekly sales meeting and bi-weekly staff meetings
- Assist sales estimator with quotes, as needed

This is a full time non-exempt position.

Salary: \$50-\$60k (depending on experience)

Benefits offered: Medical, Dental, Vision, 401k, 401k match, PTO, and company sabbatical

Location: California

Please send resumes to Nicolette@AvantiCorporate.com or apply at AvantiCorporate.com under "Careers".