

Business Development

DLS Discovery is a professional litigation support company serving the Delaware legal community since 2001. Position responsibilities include support of existing clients while learning the business. On the job training will soon lead to client development and prospecting, and a territory will be assigned when training is completed. For the right individual, the position offers high income and growth potential.

Job Description

- Learn full DLS service offering
- Educate customers about DLS services and capabilities
- Create and maintain a good rapport with current customers and assist sales team
- Work directly with clients getting accurate job instructions and work directly with the production team
- Develop and prospect new clients and set meetings
- Go on sales calls for training purposes
- Work with production team for project specifications and ensure deadlines are on schedule
- Network, entertain and attend client events (lunches, vendor shows, golf outings etc.)

Requirements

- Self-motivated, driven and committed to satisfying existing clients and develop new business
- Confident working in a professional environment with attorneys, paralegals etc.
- Strong communication skills
- Outgoing and confident
- Professional appearance

We offer

- High income opportunity, salary, commissions and bonuses
- On the job training
- Exciting work environment
- Team oriented goals
- Employee benefits
- Eligibility to contribute to company 401K
- Team environment with dedicated people
- Great career and growth opportunity