



**BABCOCK Laboratories, Inc.**  
*The Standard of Excellence for Over 100 Years*

## BUSINESS DEVELOPMENT ASSOCIATE

Riverside, CA

Date Posted: August 2018

Are you looking for a commission-rewarding sales career with a company that offers uncapped-income potential? Would it make you proud to provide a service that helps protect public health and the environment?

Babcock Laboratories, Inc. is looking for a permanent, full-time Business Development Associate to prospect for new business and grow existing accounts. The Business Development Associate will be responsible for building market position by successfully selling environmental and food testing services.

Rate Contingent on Experience

### The Right Fit

If the following statements describe you, keep reading about this opportunity to join our team:

- I enjoy building and growing sales territory from scratch.
- I am a risk taker that handles objections well.
- I want to work in a competitive, goal-oriented environment.
- I am persistent, yet I know when to walk away.
- I work well independently, but I am also a good team player.
- I welcome personal development and operate on high ethical standards.

### The Ideal Candidate

- Possesses skills to get past gatekeepers
- Has the ability to uncover and satisfy client needs
- Has demonstrated success at closing complex sales
- Has excellent listening, critical thinking, and communication skills
- Has strong technical and industry knowledge / Is willing to learn

To the right candidate, the Business Development Associate role provides a base salary plus commission, a competitive benefits package, potential for bonuses, mileage reimbursement, and training. Babcock Laboratories, Inc. is also an employee-owned company and employee owners are rewarded for long and loyal service to the Company through stock ownership opportunities.

### Duties and Responsibilities

- Generate new business and revenue
- Perform daily prospecting activities
- Use sales processes and follow-up activities
- Compose reports and proposals
- Provide exceptional customer service
- Participate in coaching, training, strategic planning, and meetings
- Adhere to Company policies and programs
- Complete administrative duties

### Requirements

- Business or other related degree from a four-year college or university
- Minimum of two years technical sales experience
- Computer literacy with CRM experience (including Word, Publisher, Excel, etc.)

### About Us

Babcock Laboratories has been safeguarding public health and the environment through expert analytical testing services for over 110 years. We are a 100% employee-owned company that values integrity, respect, knowledge, equity, accountability, communication, and camaraderie. How will *you* contribute to our legacy?



**Babcock Labs**  
*was named a*  
**Top Workplace**

### To Apply

Complete the online job application ([click here](#))

As required by federal law we must record certain statistical information to be part of our Affirmative Action Plan. The information you provide on both voluntary self-identification forms will remain confidential and will not be used against you in any way.

Learn More:

[www.babcocklabs.com/careers](http://www.babcocklabs.com/careers)

**Please Note:** Babcock Laboratories, Inc. is an Equal Opportunity/Affirmative Action employer. All qualified applicants will receive consideration for employment without regard to race, color religion, sex, including sexual orientation and gender identity, national origin, disability, protected Veteran Status, or any other characteristic protected by applicable federal, state, or local law.