



Taylor Devices, Inc. (TDI), located in North Tonawanda, NY, is a leading designer and manufacturer of seismic and wind dampers, and a range of hydro-mechanical energy management products. TDI offers a wide variety of specialized products to a diverse customer base. Our sales revenue is split between structural and aerospace/defense applications. We are currently looking for a Business Development Manager for our Business Development and Sales Team. The successful candidate will be an employee of TDI and will be compensated through a negotiated salary and incentive plan.

Business Development Manager

Job Responsibilities:

- Primarily responsible for the execution of the Business Development Strategy for our Aerospace & Defense product line.
- Manage the preparation and revision of quotes and proposals that involve the purchase of goods and/or services. On large key bids act as the Proposal Manager, i.e.: bid compliance, pricing, cost build up and bid.
- Analyze and mitigate risk as identified in planning meetings.
- Oversee Customer Relationship Management Strategy / Policies / Management & Maintenance / Training and Key Performance Indicators generation.
- Provide input to support internal business strategy development, market analysis, long-range growth plans, and product and technology roadmaps.
- Report regularly on business development performance (KPI's).
- Participate in sales activities including customer site visits, support and identify new trade shows and technical symposiums.
- Measure and manage the return of investment for tradeshow and internal marketing applications.
- Manage and generate website content for our Aerospace and Defense value stream.

Qualifications and Experience:

- BA/BS Business Administration and/or Communications. BS in Engineering is desirable.
- At least 5 years of Business Development experience.

Benefits:

Medical, Dental, Vision, 401k and Company Match, Health Savings Account with Company Contribution for High Deductible Health Plans, Company Paid Life Insurance, Voluntary Life Insurance, Voluntary Short-Term Disability, Voluntary Long-Term Disability, Company Bonus Plan, Tuition Reimbursement, Paid Holidays, Paid Time off, On-the-job Training, Employee Assistance Program, PPE Reimbursement, Company Referral Program.

Salary: \$ 80,000 to \$ 125,000 annually*

**The base pay range represents the low and high end of the Taylor Devices pay range for this position. Actual salary will vary depending on many factors such as skills, experience, certifications, and performance. The rate listed is just one component of Taylor Devices' total compensation package for employees. Other compensation may include a bonus, employee stock purchase plan, paid time off policy, competitive 401K plan with enhanced matching program, and many other benefits.*

Equal Opportunity Employer:

We are an equal opportunity and affirmative action employer. Women, minorities, people with disabilities and veterans are strongly encouraged to apply. We are dedicated to a policy of non-discrimination in employment on any basis including race, creed, color, religion, national origin, sex, age, disability, marital status, sexual orientation, gender identity, citizenship status, disability, veteran status, or any other basis prohibited by law.

Pre-Employment Requirements:

Taylor Devices, Inc. conducts background checks and pre-employment drug testing on all final candidates for employment.