

# Business Development Associate

**AvreaFoster, a B2B brand and digital marketing agency in Dallas, Texas**, that serves high-profile clients across healthcare, manufacturing, technology, real estate and finance industries, is seeking an experienced **Business Development Associate** to join our dynamic team. We take pride in developing, extending and managing branding and digital marketing communications for clients across all points of contact. The Business Development Associate is a strategic, proactive and results-driven professional with a passion for seeking out opportunities, building relationships and driving growth.

## WHAT YOU WILL NEED:

### Lead Generation & Sales Management

- Ability to identify and target high-potential prospects within defined sectors.
- Ability to proactively develop and execute innovative outreach campaigns that blend digital engagement, personalized direct mail and social selling.
- Ability to actively seek out events and networking opportunities to connect with ideal clients and build meaningful relationships.

### Proposal Development & Pitch Process

- Ability to analyze and diagnose prospects' challenges and provide tailored solutions.
- Ability to actively deliver opportunities for the team and facilitate pitch meetings, ensuring they have the support needed to seamlessly showcase the agency's value and expertise.

### Communication & Reporting

- Ability to maintain a structured communication cadence that updates stakeholders on sales progress and pipeline performance.
- Ability to proactively deliver regular reports to the CEO that detail progress toward KPIs and sales goals.

### Market Insights & Innovation

- Ability to stay ahead of industry trends and competitor strategies to refine sales approaches.
- Ability to proactively develop persuasive, client-centered narratives based on the agency's past work and success stories.

## QUALIFICATIONS

- Bachelor's degree in Business, Marketing, Communications or a related field.
- Three to five years of experience in B2B sales or business development, preferably within the advertising, marketing or professional services industries.
- Demonstrated success in meeting or exceeding sales quotas and performance targets starting within 1M range.
- Exceptional communication and relationship-building skills.
- Proficiency with CRM platforms (e.g., HubSpot) and other sales enablement tools.
- Results-driven, proactive and adaptable in a fast-paced environment.

## HOW TO APPLY:

Submit a cover letter that articulates why you would be a good fit for this position. Include your resume and send to: [resumes@avreafooster.com](mailto:resumes@avreafooster.com)

## BENEFITS:

Employee- paid medical, dental & vision	Employer HSA contributions	401(k) program	\$1,000 Vacation bonus
	Paid wellness program	Health club allowance	Generous paid holidays & PTO

## ABOUT AVREAFOSTER:

AvreaFoster is a brand and digital marketing agency in Dallas, Texas, that has spent three decades in the trenches with companies on the precipice of change — whether in response to culture and market shifts, expansion or a new product launch. Our experience navigating an array of unique business challenges has honed our approach and resulted in a mindset of contagious curiosity, leading to insights that unlock a B2B brand's full potential.