

## **BioLift™ Position 1:**

### **Sales Development Manager – School Districts (New York State)**

#### **Overview**

BioLift is seeking a dynamic and results-driven Sales Development Manager to manage and grow sales within the school district sector in New York State. This role focuses on strengthening relationships with current customers and achieving sales targets.

#### **Key Responsibilities**

- Manage and expand sales across 20 school districts, ensuring consistent growth and customer satisfaction.
- Collaborate with warehouse teams to ensure timely and efficient delivery of BioLift products.
- Develop and execute strategic plans to increase sales within current accounts, with a focus on upselling and cross-promotions.
- Assist in identifying and leveraging marketing opportunities to boost product visibility and engagement within school districts.
- Provide regular sales reports and forecasts, ensuring alignment with company goals.

#### **Qualifications**

- Proven track record in sales, preferably within the food and beverage or education sector.
- Strong relationship management and communication skills.
- Ability to work collaboratively across departments, including marketing and operations.
- Self-motivated and goal-oriented with a commitment to achieving measurable results.

If you are interested in applying or would like more details, please reach out to [Eli Faraggi](#).

For more information about our products and the company, please visit the [BioLift website](#).