



## Business Development Associate

### Overview of Employer:

Valuation Research Corporation (VRC) is an independent 40+ year-old valuation firm providing authoritative valuations and financial opinions for financial reporting, tax reporting, and transaction purposes. We have served many of the largest global corporations, including more than half of the Fortune 500, as well as many leading asset managers including private equity, private debt and hedge fund managers. Please see [www.valuationresearch.com](http://www.valuationresearch.com) for a further company description.

### Job Overview:

- **Location:** Yardley, PA
- **Compensation:** Base salary plus bonus (quarterly and year-end merit)
- **Start Date:** Immediate

**Job Description:** This position is ideal for a sales-focused, team-oriented professional. The position works closely with a Senior Vice President to enhance VRC's presence in the Philadelphia - Washington, DC corridor. Revenue generation and client satisfaction are achieved by working with support teams, coordinating with marketing programs, maintaining good networking relationships, and always acting in a way that portrays VRC culture and values.

### Job Responsibilities:

- Develop marketing collateral, presentations and meeting materials.
- Conduct market research to identify target companies and key individuals at those companies.
- Initiate communications with companies and conduct ongoing follow up.
- Actively maintain a sales pipeline with documented activity using VRC's CRM system
- Provide research support for meetings.
- Develop a deep understanding of VRC's lines of services.
- Attend networking and other professional events.
- Manage the proposal submission process.
- Monitor M&A activity and trends in the territory and track M&A activity at target companies

### Job Requirements

- Written communication skills – concise, organized and clear writing style
- Verbal Communication skills – ideas conveyed persuasively and professionally
- Data skills – computer proficiency in order to compile, analyze, and report data
- Team player who relates and works well with clients and employees
- 2-5 years sales/marketing support experience
- Strong time management and organizational skills
- College Degree
- Prior participation in a formal sales training program a plus
- Experience with financial mergers and acquisitions, financial products/services, and/or wealth management a plus
- General understanding of finance, valuation, and/or financial reporting also a plus
- Applicants must have unrestricted authorization to work for any employer in the U.S.

VRC is a growing national company with local presence. We are expanding with a diverse client base and we offer a flexible and team oriented work environment. If you are interested in working where you will be an integral part of the team that focuses on creating high impact financial results for clients, please submit resume to our Yardley hiring team at: [BusDevPA@valuationresearch.com](mailto:BusDevPA@valuationresearch.com).