

# LCG Discovery Experts

## Business Development & Sales Associate

*Location:* Houston, TX

LCG Discovery, a leader in protecting intellectual property and business value, is seeking a Business Development & Sales Associate to join our growing and dynamic company. This is a sales position with sales/revenue performance targets. To accomplish this the position will advise prospects and customers on company services and solutions, identify and qualify project opportunity, cultivate new projects and revenue growth by closing new contracts, and manage customer relationships for increased spend capture.

*Position Responsibilities:*

- Industry, account, and target prospecting
- Identification and cultivating of new project opportunities
- Presenting company solutions and services to new prospects and existing clients
- Establishing and managing new account client relationships
- Preparation, editing, and presenting/submitting project proposals to customers
- Negotiating and closing project contracts with new and existing customers
- Working with company sales management on market approach, prospecting, sales process, presentation, contract, and account management process improvements
- Working with company operations team on project scheduling, task management, and customer satisfaction
- Adhering to company sales process and proactive utilization of all company sales tools and CRM systems
- Keeping management informed by submitting activity and results reports, such as: daily call reports, weekly work plans, and monthly and annual territory analyses.
- Monitors competition by gathering current marketplace information on pricing, services/products, new services/products, and delivery schedules, marketing and selling techniques, etc.
- Recommends changes in service, and policy by evaluating results and competitive developments.
- Resolves customer complaints by investigating problems; developing solutions; preparing reports; making recommendations to management.
- Maintains professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; participating in professional societies.
- Provides historical records by maintaining records on area and customer sales.
- Contributes to team effort by accomplishing related results as needed.

*Personal Qualifications:*

- Bachelor's Degree
- At least six years direct services and solution sales experience, with at least four years of directly selling to law firms or legal departments within companies

*LCG Discovery Experts is committed to providing equal opportunities in employment. We will not discriminate between applications for reason of gender, gender identity, race, religion, color, nationality, ethnic origin, sexual orientation, marital status, veteran status, age or disability.*

# LCG Discovery Experts

- General understanding of intellectual property protection
- General understanding of business value and the necessary protection of such
- Proven ability to approach, qualify, and close technology-related and intellectual property-related services and products
- Ease and flexibility to work with practitioners to executives within prospects and customer accounts
- Strong service/product knowledge
- Experience in proposal creation, submission, contract negotiation, and closing  
Excellent writing, presentation, and interpersonal skills
- Proven ability to sell into the highest levels of leadership in organizations creating, managing, or protecting intellectual property
- A self-confident bias toward moving opportunity to closure as proven by past success
- Experienced in discovering, qualifying, and closing new and incremental revenue from all sources
- Ability to take direction from management and follow company policies and procedures
- Strong presence and communication skills reflective of confidence in knowledge, services/products, value/benefits to prospect/customer
- Willingness to work in fast-paced, driven work environment
- Motivation for sales and closing deals to achieve revenue and profitability targets

## *Technical Qualifications:*

MS Office (Word, PowerPoint, Excel, Outlook, Calendar), CRM (Salesforce.com) productivity tools

*Travel:* Position does require occasional travel out of town for one to three nights.

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*Contact:* In order to be considered for a position at LCG Discovery Experts, you must formally apply via email to: [careers@lcgdiscovery.com](mailto:careers@lcgdiscovery.com).

Posting Number: 15.11.001

LCG Discovery Experts, LLC  
11767 Katy Freeway, Suite 515  
Houston, TX 77079

832-251-6600

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