

**March 19, 2025**

**FastLane – University of Dayton Research Institute**

**Position Title: Business Development - Manufacturing Growth Advisor**

**About FastLane**

FastLane is the most trusted advisor to Dayton's small and medium size manufacturers. Our unique culture, vision and mission are focused on creating impactful community growth, by equipping manufacturers with the expertise to thrive and compete. We are firmly committed to serving our clients and community with integrity, respect, honesty, humility, clear communication and financial stewardship.

**Position Summary**

FastLane is looking for a high achieving Business Development professional who shares our passion for giving back and helping manufacturing companies in the Dayton region grow and positively impact their local communities. Are you a hard-working, highly collaborative individual who loves identifying solutions that improve business and operational performance? Are you ready for a fresh start? Ready to make an impact on our community by helping manufacturers thrive? If so, our Manufacturing Growth Advisor position is the perfect fit for you!

The ideal candidate will have direct manufacturing or related experience, including demonstrated success in client facing, consultative selling roles. As a part of our high-performing team, you will promote and educate clients on FastLane's service offerings and expertise, as well as potential funding support resources. Core duties include growing FastLane's sales pipeline, attending networking events, prospecting for new opportunities, following up on open leads, and meeting with manufacturers to develop impactful projects that improve profitability and spur growth. Ultimately you will directly contribute to FastLane reaching its strategic goal of significantly increasing the number of Dayton manufacturers we support and help thrive.

This position will have the opportunity for personal and professional growth, as well as mentorship by experienced team members. The FastLane culture is rooted in personal, professional and team continuous improvement...where your feedback is expected, and everyone's ideas are considered. We are thrilled to expand our business development team. Visit our website to learn more about our FastLane team visit <https://fastlane-mep.org/about/> and our inspiring work: <https://fastlane-mep.org/case-studies/>.

(Note: not commission based, limited to local/regional travel, hybrid remote/office working model)

**Minimum Qualifications:**

- Bachelor's degree in engineering, manufacturing, business/operations or related
- 3+ years' experience in manufacturing industry or related technical field
- 3+ years of relationship based selling or technical business development
- Strong networking skills to expand contacts, create interest and drive client engagement
- Excellent interpersonal communication and active listening skills
- Demonstrated self-starter, with clear success working with cross-functional teams
- Experience with CRM systems to capture client activity and project pursuit details
- Must have a valid driver's license

**Preferred Qualifications:**

- 5+ years in solutions sales within the manufacturing industry or related technical field
- Existing network/working relationships within Dayton region manufacturing community
- Demonstrated strong presentation skills, including in person and virtual situations
- Ability to read/adjust to meeting dynamics. Can carry the room and facilitate conversation
- Inherent ability to simplify complex problems that translate into potential solutions/services
- Proficient using SalesForce as a CRM tool for sales efficiency and account development
- Experience interacting with the National MEP network and/or a local MEP center

**Job Duties: Business Development - Manufacturing Growth Advisor**

<b>% of Time</b>	<b>Duties / Responsibilities</b>	<b>Essential / Marginal</b>
60%	NEW CLIENT ACQUISITION: increase number of new clients and related project opportunities feeding into the FastLane sales pipeline. Efficiently vet new clients/projects to help focus resources on the highest potential opportunities	Essential
20%	SCOPE AND CONVERT OPPORTUNITIES : Work with FastLane internal resources to qualify, scope and quote projects for assigned clients. Coordinate project/client relationship hand-off plans	Essential
15%	ECONOMIC DEVELOPMENT COLLABORATION: participate in regional and local networking events, develop/strengthen relationships and discover new client/project opportunities	Essential
5%	INDUSTRY EVENTS: represent FastLane at industry/trade events to strengthen our community presence and maximize resulting new client contacts and project opportunity leads	Essential