

J WOLF & COMPANY

Company Profile

J Wolf & Company, LLC, based in North Bethesda, Maryland, is a financial advisory firm that provides mergers and acquisitions advisory and capital arranging services to business owners in the precision metal fabrication industry. We seek to be a reliable partner to the metal fabrication community, delivering sound, objective financial solutions promptly and professionally.

Position Overview

The **Regional Business Developer** is responsible for developing and maintaining relationships with the owners of precision metal fabrication businesses throughout their assigned region and securing advisory assignments for the firm. The **Regional Business Developer** acts as the primary point of client contact and works with the appropriate deal team members to deliver a successful outcome for the assignment.

Responsibilities

Key responsibilities of the **Regional Business Developer** position include:

- Cultivating and expanding a network of professional contacts within assigned region.
- Generating new advisory assignments using a methodical calling effort and consultative sales approach.
- Maintaining awareness of industry developments and communicating them to the rest of the team.
- Building the firm's brand awareness by attending industry events and functions, seeking public speaking opportunities, writing articles for industry publications, and periodically providing timely, relevant content for the firm's website.

Requirements

- Considerable career experience in the precision metal fabrication industry.
- Strong relationship-building skills.
- Effective communication skills.
- Strong sales and negotiation skills distinguished by tact and diplomacy.
- Willingness to travel within an assigned region.
- Proficiency with Microsoft Office.

Compensation

The **Regional Business Developer** position is an independent contractor role with a commission-only structure tied to fee generation.

Location

The firm seeks a **Regional Business Developer** to cover one of the following regions:

- West Central (IL, MN, WI)
- East Central (IN, MI, OH, W. PA)
- Mid-Atlantic (E. PA, MD, NY, NJ)
- West Coast (CA, OR, WA)
- Southeast (AL, GA, FL, NC, SC, TN, VA)

Contact

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