

**SMT**  
SURFACE MOUNT TECHNOLOGY  
CORPORATION

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| <i>Job title</i>  | <b><i>Business Development &amp; Marketing Specialist</i></b> |
| <i>Reports to</i> | <b><i>Director of New Business Development</i></b>            |

### Position Summary

Are you seeking a career and not just a job? SMT has a unique opportunity for the right person that is career focused, to have an immediate impact and to grow and learn over time.

Initial responsibilities include prospecting and lead generation by identifying the decision makers, gathering information to determine fit to SMT customer criteria, creating calling and emailing campaigns, introductory sales calls to explain SMT core capabilities, answering incoming calls from prospective clients, following up on leads, and hosting virtual calls to explain to potential customers what SMT does. In addition, this role will create content for social media campaigns and engagements.

SMT is the right size and this opportunity best fits a candidate that wants to be in business development but doesn't have a lot of experience. SMT is the perfect size business to give you the opportunity to quickly learn and grow.

Now is the time to join a growing company, and use your talents to help it grow to the next level.

SMT, in Appleton WI is seeking a charismatic, inspirational and influential communicator. This individual must have the passion for hunting, identifying and developing new customer relationships.

### Duties and responsibilities

We are looking for a Business Development Specialist to join our team. The ideal candidate will enjoy working in a fast-paced environment, collaborating with internal and external stakeholders, and creating positive change. The successful candidate will also have excellent communication skills and be capable of working independently while being an integral part of a professional team.

### Qualifications

- Upcoming or recent graduates

### About Us

SMT is a family friendly work environment, with limited travel requirements. We highly value individuals that thrive within a continual improvement environment, seek personal and professional growth opportunities, thrive in a collaborative drama free culture, with the ability to embrace various challenges and want to work with a great team that allows you to reach your full potential.