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Business Development Manager

Hiring organization
Titan Executive Search

Employment Type
Full-time

Industry
Commercial Cleaning Services

Job Location
Baltimore, MD, USA

Base Salary
$ 55000 - $ 55000

Date posted
November 23, 2026

Description

Exciting Opportunity!

B2B Business Development Manager

Location: Greater Baltimore, MD Area

Compensation: $55,000 base salary + commission (Target OTE: $75,000)

Global Power meets Local Heart

Our client is a recession-resistant powerhouse and a world-class leader in the $100B commercial cleaning industry. While our brand dominates globally, our Greater Baltimore, MD Area office is a proudly local, family-owned business. When you join us, you aren't just a number in a corporate machine; you are a key architect of our local expansion. We offer the stability of an international giant paired with the agility, direct mentorship, and supportive culture of a family-run firm.

Global Recognition & Awards

- **Top 10 Global Franchise:** Ranked #7 by Franchise Direct for 2025.
- **Entrepreneur Magazine Elite:** Consistently ranked in the Top 50 of the Franchise 500 for over 20 consecutive years.
- **Culture100 Winner:** Recognized for excellence in leadership, mission, and a high-performance work environment.
- **Fastest-Growing Brand:** Globally recognized for massive unit growth and market penetration.

The Mission: Dominate the Greater Baltimore, MD Area Market

Your mission is to be the face of our client in our community. We are looking for a true hunter—someone who thrives on the chase and is motivated by a performance-driven environment. Your "Big Win" is securing long-term recurring contracts that build a substantial personal income stream. We provide the appointments, but you provide the grit to double your pipeline and own the market.

The Sales Advantage: Your Unfair Edge

- **Blue Ocean Opportunity:** Much of the competition in this market consists of small "mom-and-pop" shops. You won't be competing against a sea of professional sales reps; with our training, you will be the most sophisticated closer in the room.
- **Elite Tech Stack:** You will be equipped with a company iPad and a suite of advanced CRM and bidding software to manage your relationships and process contracts with surgical precision.
- **World-Class Training:** You won't be left to "figure it out." You will undergo a 90-Day Sales Training Program with a dedicated mentor to ensure you ramp up fast and find immediate success.

- **Recession-Resistant Demand:** Businesses never stop cleaning. You are selling a mandatory service, not a luxury, ensuring your pipeline stays robust in any economy.
- **Qualified Appointments:** We invest in 3rd-party verified appointments, allowing you to layer “warm wins” on top of your own tenacious prospecting.

Key Responsibilities:

- **Spearhead Territory Growth:** Dedicate high-energy hours to cold calling and strategic door knocking to build a robust sales pipeline.
- **Execute Activity Quotas:** Maintain a high frequency of prospecting touchpoints to ensure your sales funnel is always full.
- **Command Face-to-Face Consultations:** Meet with local business owners to diagnose facility needs and present customized cleaning solutions.
- **Leverage Provided Appointments:** Close high-intent leads delivered by our professional setters to maximize your monthly earnings.
- **Architect Winning Proposals:** Use your iPad-based tech stack to measure sites and generate accurate, high-margin bids.
- **Master the CRM:** Meticulously manage your sales activity and pipeline, ensuring every target is pursued with relentless persistence.

Qualifications:

The Must-Haves:

- **The Hunter Instinct:** An unstoppable drive to seek out new business and a high tolerance for “No” on the path to “Yes.”
- **Field-First Mindset:** Readiness to be in the field daily—calling, knocking, and closing. This is an active outside sales role.
- **Financial Motivation:** A desire to build a career where your effort directly dictates your paycheck through uncapped commissions.
- **Professional Reliability:** A valid driver’s license and reliable transportation are required.

The Nice-to-Haves:

- **Relevant Experience:** 2+ years in B2B outside sales in the facility services industry.
- **Proven Track Record:** 1–2 years of experience specifically in B2B outbound appointment setting.
- **CRM Power User:** Experience with Salesforce, HubSpot, or similar tools to strategize and track movement.
- **Industry Knowledge:** Familiarity with commercial cleaning standards (e.g., floor strip-and-wax vs. terminal cleans).
- **Bilingual (English/Spanish):** A significant advantage in this industry.

Compensation & Benefits:

- **Base Salary**: $55,000
- **Uncapped Commission:** 25%/10% of the first month’s contract value for every new client secured.
- **Estimated OTE:** Real-world On-Target Earnings of $75,000 per year.
- **Benefits:** $500 monthly benefits check
- **Perks & Tools:** $500 monthly car/fuel allowance
- **Support:** Access to a dedicated Sales Trainer and our world-class 90-day onboarding program.