https://bellia.net/job/new-business-development-relationship-manager/

New Business Development & Relationship Manager

Hiring organization
Bellia Interiors Group

Employment Type
Full-time

Job Location
New Jersey & Pennsylvania. Field-based position with occasional visits to our headquarters in Woodbury, NJ.

Date posted
November 2, 2026

Description

Build relationships. Open doors. Create opportunities.

Bellia Interiors Group is looking for a relationship-driven professional to help expand our presence throughout New Jersey and Pennsylvania.

This position focuses primarily on developing relationships with educational institutions, municipalities, local government agencies, and the people who influence purchasing and facility decisions. Commercial business development is also part of the opportunity.

We're looking for someone who enjoys meeting people, attending events, building trust, and creating long-term professional relationships.

You'll have the independence to develop new business opportunities while working alongside our experienced sales, design, and project management teams.

Key Responsibilities

- Develop relationships with school superintendents, business administrators, municipal officials, county leaders, and other decision-makers.
- Identify upcoming furniture, renovation, construction, and facility improvement opportunities.
- Attend school board events, municipal conferences, industry associations, and business networking functions.
- Proactively initiate meetings with prospective clients and industry influencers.
- Conduct initial client meetings to understand project needs, budgets, timelines, and purchasing processes.
- Qualify opportunities and coordinate introductions to Bellia's Workplace
- Consultants and design professionals.
- Maintain involvement with key relationships throughout the sales and project process.
- Build connections with architects, construction professionals, and other industry partners.
- Track business development activities and opportunities using our CRM system.
- Represent Bellia professionally throughout New Jersey and Pennsylvania.

Qualifications & Requirements

- Experience in business development, relationship management, outside sales, or a related client-facing role.
- Strong communication, interpersonal, and networking skills.
- Comfortable initiating conversations and developing new professional relationships.
- Self-motivated, organized, and capable of working independently.

- Ability to recognize and qualify business opportunities.
- Willingness to travel and attend occasional evening events and industry conferences.
- Valid driver’s license and reliable transportation.
- Existing relationships within education, municipal government, construction, or commercial industries are preferred.
- Commercial furniture experience is beneficial but not required.

Job Benefits & Perks

- Base salary plus performance-based compensation.
- Flexibility to manage your schedule and assigned market.
- Support from experienced sales, design, and project management professionals.
- Direct access to company leadership.
- Opportunities for professional development and career advancement.
- Collaborative environment within an established, third-generation family business.
- Opportunity to build long-term relationships throughout NJ and PA.