



## Job Profile – Business Development Manager

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### **Title:**

Business Development Manager

### **Reports To:**

Director, Business Development - Canada

### **Description:**

The Business Development Manager will play a vital role in **planning** and **delivering** new **Managed Services Clients** through a variety of strategies to support the growth and expansion of End to End Networks. You are a **hunter**; a **dynamic** and **results-driven** individual in the Business to Business sales arena, who **thrives in a competitive environment**. Your role, as Canadian Business Development Manager, is to utilize your professional selling skills to **generate leads**, cultivate **client relationships** and to offer **innovative solutions**. The role will be assigned to one or more of the following verticals for **prospecting**; Financial, Retail, Logistics / Transportation, Distribution.

### **Primary Responsibilities:**

- Create a well-qualified pipeline of prospective Managed Services opportunities by establishing and maintaining professional relationships with key decision-makers;
- Research, source, make initial contact (cold calling, telephone prospecting), and meet potential clients at their locations to accurately qualify the prospect and establish needs;
- Prepare and present proposals and close new accounts in targeted verticals;
- Develop and maintain Sales Territory Plan and ensure achievement of Company sales targets and profitability;
- Network and actively participate in User Groups, Associations, and Trade Shows in targeted verticals, including after-hours events;
- Work closely with the Marketing Specialist, Business Development to generate new leads via vendors and distribution houses, understand competitors, End to End's market position, and identify event opportunities;
- Provide timely feedback to the Director, Business Development – Canada regarding performance, sales activity reports and account strategy concerns;
- Strong understanding of customer and market dynamics and requirements;
- Work closely with the Marketing Specialist, Business Development to creatively develop on-going Sales Scripting whether for Cold Calling, Emails, Presentations, Public-Speaking Engagements, Testimonials, White Papers, RFP's & unique proposals.
- Manage all activities through the Customer Relationship Management Software (CRM), ensuring consistency and accuracy.

### **Qualifications:**

- Bachelor's degree (B.A. or B.Sc.), Business degree preferred but not mandatory;
- Minimum 3-5 years outside sales experience in a B2B role, selling services in telecommunications / networking or a related technology-based industry;
- Qualified LinkedIn network;
- Proven record of success achieving sales targets;



**Skills:**

- Proficient in the use of Microsoft Office, CRM and other related software;
- Outstanding interpersonal skills;
- Strong initiative skills, working both independently and as part of a team;
- Excellent skills in teamwork, leadership and communication;
- Aggressive strategist with proven ability to close the deals via strong and persuasive closing skills;
- Strong attention to detail and accuracy;
- Ability to work efficiently on simultaneous assignments under tight deadlines with minimum supervision;
- Professional self-starter, high level of motivation, customer empathy and ethics;
- Willingness to roll up sleeves and assist wherever needed;
- Strong analytical and reasoning abilities;
- Demonstrated success in building trust and maintaining long-term relationships;
- Ability to collect and analyze data, draw conclusions, and make actionable recommendations.

**Competencies:**

- Strategic Influencing
- Team Spirit
- Passion for Excellence & Integrity
- Tenacity & Resilience

**Work Environment:**

- Adaptability to work flexible hours for special events (i.e. evening and weekends)
- Sitting for extended periods of time.
- Travel to prospects' locations is required.

**Remuneration:**

- Business Development Manager is provided with salary and benefits, as governed by the Performance Management process.

To apply for this position, please [click here](#).

**We thank all applicants for their interest; however only candidates under consideration will be contacted. We also respectfully ask that applicants apply to only one position.**