

Business Development Manager

Reports to Chief Executive Officer

Job Purpose

- This position is responsible for creating and executing business development strategies in collaboration with operational leaders.

Responsibilities

- Build key customer relationships with new and existing clients
- Manage existing clients to ensure ongoing satisfaction and retain business
- Handle client objections by clarifying information, emphasizing benefits, and working through differences to a positive conclusion
- Consult with and present to senior management on business trends to develop new services, products
- Identify business opportunities, generate warm leads, and seek out partnerships
- Present new products and services and enhance existing relationships
- Predict clients' future needs and devise strategies and action plans to meet those needs

Qualifications

- 8+ years of business-to-business selling, key account management and consultative selling
- Excellent organizational, strategic, planning, and implementation skills
- Ability to create realistic schedules and meet deadlines under stress and interruptions
- High level of critical and logical thinking, analysis, and reasoning to identify underlying principles, reasons, and facts
- Strong analytical and research skills
- Excellent interpersonal, communication, and relationship management skills
- Excellent attention to detail and a high degree of accuracy
- High level of integrity, confidentiality, and accountability
- Ability to respond appropriately in high-pressure situations with a calm and steady demeanor

Work Conditions

- Ability to attend and conduct presentations
- Travel required
- Proficiency in MS Office, CRM programs, or other business development programs is considered an asset

Job Location

- Calgary, AB