

Job Overview

We are looking for an ambitious and energetic Business Development Manager to help us expand our clientele. You will be representing the DLZP Group and will have the dedication to create and apply an effective sales strategy. The goal is to grow the client base of the business with sustainable financial growth through forging strong relationships with clients.

Responsibilities

- Develop a growth strategy focused both on revenue growth and customer satisfaction
- Conduct research to identify new customers and customer needs
- Arrange business meetings with prospective clients
- Discover prospective clients needs and objectives
- Promote the company's services addressing those needs
- Prepare business proposals, adhering to rules and guidelines
- Keep records of sales, revenue, invoices etc.
- Provide trustworthy feedback and after-sales support
- Build long-term relationships with clients
- Develop and maintain call planning and document corresponding results
- Develop a call calendar and calling strategies; strategies should be based upon business type, seasonality, availability, business cycle, etc.
- Develop an in-depth working knowledge of all services including features & benefits available to the perspective & existing customers to promote and provide maximum retention and engagement

Requirements

- Must reside in Canada and have Canadian Citizenship.
- Knowledge and interest in IT environments
- 5+ Sales or business development experience desired
- Strong management skills
- Developing customer relationships after the sale
- Communication and negotiation skills
- Ability to build rapport, consultative selling approach
- Time management and planning skills

To Apply:

Please send your resume to Resume@dlzpgroup.com.