

We are a fast-growing full-service Experiential Marketing agency, bringing brands to life through in-field activations, seeking a self-motivated, captivating senior sales individual to join our fantastic team.

We are looking for a business minded, fierce, and resilient creature focused on delivering results. As our **Junior Business Development/Lead Generation Representative**, you will be responsible for supporting the senior business development team through lead generation, market research, and more.

The successful candidate will be self-motivated with the ability to create and build business relationships that translate into new business for the company throughout Canada & USA and must be comfortable with cannabis and cannabis related brands.

**Position Title:** Junior Business Development Representative

**Level of Commitment:** Full-time, Contractual

**Location:** Vancouver & Area / Calgary & Area / Toronto & Area

**Reports To:** CEO

**Working Arrangement:** Virtual/Remote, with status calls as required

**Compensation:** Salary plus bonuses

***Core Competencies and Personal Characteristics:***

- Basic knowledge of sales techniques and sales cycle
- Demonstrated ability to meet and/or exceed determined sales and activity goals
- Excellent client service and relationship skills
- Independent, self-starter with strong organizational skills
- Dynamic personality & able to suitably represent our brand image
- Personable with relationship & client centered ambitions
- Great work ethic & integrity
- Hard-working, dedicated, and able to work remotely
- Exceptional written & verbal skills
- A desire to grow with a fun, high-energy company
- An alignment with our company's core values

***Responsibilities:***

- Meet and exceed sales expectations
- Make calls to qualifying leads and set up appointments
- Follow-up with old and new prospects
- Prospect for and gather new leads
- Gather business intelligence and relevant prospect data
- Create and manage sales data

***Experience & Requirements:***

- At least 1 year of experience in sales/business development
- Experience in marketing and/or communications industry is an asset
- Must have own laptop, & own smartphone

***WHY WORK FOR US?***

Our agency brings a new level of cohesiveness to the work environment. Atypical from your previous jobs, your input matters and you'll get the chance to make a direct impact to the company alongside your team. As an evolved corporate structure, FLEXIBILITY and tons of FUN are just a few of the perks you'll get to experience working with us.

We also believe in creating an environment where our employees can FLOURISH by offering support, knowledge, and resources. We take pride in helping each other succeed, both personally and professionally, and place high importance on our well-being, happiness, and growth.

***READY TO APPLY?***

Send us a cover letter detailing why this job is perfect for you, along with your resume and salary requirements, by **Friday, February 23, 2018**. Please begin your cover letter with "I should be your next Rockstar Business Development Rep because..."

Only short-listed candidates will be contact for further interviewing and assessment.

Thank you!