

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 **Senior Business Development Representative**, you will be responsible for actively pursuing opportunities with new clients and completing the full sales cycle; this includes calling on new businesses for corporate accounts, prospecting & qualifying leads, establishing a productive relationship with prospective clients, and creating & presenting RFPs.

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: Senior 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 Commission - On-Target Earnings dependent on experience

Core Competencies and Personal Characteristics:

- In-depth knowledge of sales techniques and full sales cycle
- Demonstrated ability to meet and/or exceed determined sales and activity goals
- Exceptional with pitch & negotiation
- 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:

- Initiate and build relationships with new B2B prospects in Canada & USA
- Make sales calls and set up appointments
- Follow-up with old and new prospects
- Full sales cycle (from prospecting to pitching to closing)
- Meet and exceed sales expectations
- Prospect for and gather new leads
- Gather business intelligence
- Create and manage sales data

- Assist with writing & submitting RFPs
- Effectively brief Account Services team after contract won

Experience & Requirements:

- At least 2-3 years of experience in sales/business development
- Experience in marketing, agency, and/or communications industry an asset
- Previous relationships with our potential clients an asset
- Must have car, own laptop, and own smartphone

OVERALL, the successful candidate must be highly connected with our target markets: consumer packaged goods, cannabis, automobile/transport, telco, fashion, financial, etc, and able to effectively sell our service.

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!