

Business Development Manager Position Description

Project #: 1138
Job Title: Business Development Manager
Location: Lethbridge Region
Reporting to: Managing Director, President
Date: October 15, 2009

Overview

GENEX is seeking a seasoned sales professional with strong business development and cold calling abilities to lead the company into its next phase of growth.

Responsibilities

- Develop and maintain sales pipeline- candidate will be expected to close between 3-5 new accounts monthly.
- Customer/ deal development correspondence and follow up.
- Maintenance of competitive information.
- Identify opportunities for market exposure.
- Develop territory plan- candidate will be calling on small to medium size businesses in their specific territory.
- Provide leadership in the development of a technical sales team.

Qualifications

- Strong networking, prospecting and closing skills.
- Minimum of 5 years of outside sales experience and a strong track record of success.
- Experience selling to agricultural, industry, construction markets, (i.e. equipment, products or services).
- Proficiency required in Outlook, Word, Excel, Power Point and web based tools.
- Operational experience in agriculture or construction considered an asset.
- Degree or Diploma in Business, Agriculture or Industry related discipline considered an asset.

How to Apply for this job

Send cover letter and resume to careers@genexpower.com, quoting project 1138 in the subject line.

Due to the number of applicants, only qualified candidates for this position will be contacted. This competition will close when a suitable candidate is selected.