

Business Development Manager

Toronto (virtual)

The Business Development Manager (BDM) will help facilitate aspects of the company's BPO support services. The BDM will assist with driving sales results for the Company's staffing & recruiter services line of business through various sales strategies, working with a manager to devise sales tactic, and creating and selling new business. A qualified candidate requires strong interpersonal and communication skills, and the willingness to negotiate and close deals.

What you'll get to do:

- Work with Manager to develop plans and strategies for generating new business and achieving the Company's revenue goals and sales quotas within a defined territory market
- Qualifying leads seek new business opportunities by contacting and developing relationships with potential customers via outbound cold call and email strategies.
- Manage pipeline and sales data in company CRM; analyze market opportunities, target prospects, document and archive sales activity
- Consultative introductory discussions with staffing company owners and C-Level executives to target and convert leads into prospects
- Ability to knowledgably speak to industry trends, changes and challenges with senior level business owners
- Identify client's pain points and offering a solution via our service lines and building relationships with Staffing firm owners
- Understand Company resources, strengths and collaborate with internal members to develop and sell solutions that address customer's objectives
- Implement the Staffing Sales program for the defined target maintaining a minimum of 400 prospects contacts at all times
- Manage contact points of prospect list as defined in the Staffing & Recruiter Services Sales program
- Develop trusted relationships with business owners and participate in closing strategic opportunities
- Work with Manager to develop sales strategies, create cost analyses/proposals for business owners, and provide detailed sales forecasting
- Lead presentations and proposal meetings
- Utilize marketing materials to develop customized proposals for services based on each prospect's unique needs.
- Coordinate contracts to secure new members and provide information related to required paperwork, and set-up documents
- Advise of any contract changes, as required
- Contribute to marketing campaigns and other activities in cooperation with the Marketing Department
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Skills and experience we value:

- Four-year degree along with 3-5 years of B2B sales experience with successful track records
- Self-motivated with prior successful experience in complex sales of an intangible service
- Staffing industry background, preferably at a level commensurate with position



- Prior experience in a B2B services business, preferably professional services, ideally PEO, HRO or similar
- Prior experience selling intangibles to the contingent workforce services sector
- Knowledge of staffing industry, software & technology
- Verifiable sales results – commission statement and sales production
- Outgoing, articulate professional, with solid organizational and time management skills, persuasiveness, problem-solving skills, strong negotiating skills, and business writing ability.
- Excellent presentation and negotiation skills

Benefits and location:

- Eligible for variable compensation plan based on performance and company goals
- Paid vacation, sick days, and holidays
- Healthcare insurance
- Retirement plan
- Many more ancillary benefits
- Periodic travel of less than 20%

How to apply:

Send your cover letter and resume to recruiter@people20.com and reference the job title and location.

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