



Business Development Representative Technical Sales Western Canada

Meticulon Consulting is an IT consulting firm based in Calgary. We have qualified employees who specialize in superior, cost-efficient, outsourced QA and Data management services - either on-site or remote. Our contracts are on a project, time & materials or retained basis. We currently have an opportunity open for a qualified, and motivated, individual to fill the full-time position of Business Development Representative at our Calgary-based office.

Qualifications

- Post-Secondary Education in Business and IT, preferred
- 3 to 5 years of business development experience in related field within the Western Canada region, with references
- Build and execute a business plan
- Good technical and administrative skills
- Basic understanding of Information Technology & Quality Assurance
- Business Development skills, primarily in sales
- Exceptional Organisational skills
- Excellent communication and interpersonal skills
- Ability to build relationships quickly and effectively
- Positive and professional attitude
- Ability to work independently effectively and as part of a team
- Must be fluent in English and eligible to work in Canada
- Understanding of Autism Spectrum Disorder, preferred
- This position requires that the successful candidate be on-site, in the Calgary office

Responsibilities

- Searching for new business clients who might benefit from company products or services and maximize client potential in designated regions
- Developing long-term relationships with clients, by managing and interpreting their requirements
- Persuading clients that a product or service best satisfies their needs in terms of quality, price and delivery
- Negotiating tender and contract terms and conditions to meet both client and company needs; preparing tenders, proposals and quotations
- Analyzing and reviewing costs and sales performance
- Preparing reports for head office and maintaining customer records

- Supporting marketing activities by attending trade shows, conferences and other marketing events
- Making technical presentations and demonstrate how a product meets client needs
- Organizing sales visits
- Providing pre-sales and post-sales support, including product education and advice

TO APPLY:

Send your application to careers@elevatedhr.com. We thank all applicants for their submissions, but only those deemed qualified by our hiring manager will be contacted. No phone calls please.