

TITLE: BUSINESS DEVELOPMENT & SALES OPERATIONS REPRESENTATIVE
LOCATION: CALGARY AB, CANADA
PRIMARY VERTICAL FOCUS: ALL
DEPARTMENT: MARKETING
DEPARTMENT CODE: 50
REPORTS TO: BD LEAD/DIRECTOR MARKETING

PRIMARY ROLE:

Provides support to the sales team in researching, identifying and qualifying opportunities. Hosts clients and represents Evans in our partner showrooms.

ESSENTIAL DUTIES & RESPONSIBILITIES:

- Lead generation from government and industry end users, architects, engineers, and systems integrators.
- Extensive telephone prospecting.
- Lead qualification from inbound phone calls and web hits.
- Sales operational support – includes hosting clients in showroom or appointment setting.
- Interacts with sales team and project management team to communicate client project details.
- Must meet or exceed goals for lead generation and other KPIs.
- Creates and maintains a business development CRM database in order to evaluate performance and organize client and prospective client information.
- Fosters beneficial relationships with business partners, potential clients, and business contacts in order to attract new business and enhancing organization reputation.
- Occasional attendance at trade shows and other similar events.
- Must design and execute market research programs.

POTENTIAL PROMOTION PATHS:

- Other sales, marketing, or business development roles
- Consulting

REQUIRED EXPERIENCE/SKILLS/KNOWLEDGE:

- 1-2 years' experience in outbound sales / telemarketing
- Comfortable with outbound cold calling of prospects
- Experienced in the lead qualification process
- Strong analytical skills
- Knowledge of USA Federal and State budgets is considered an asset
- Ability to communicate complex, technical product and service solutions.
- Promotes /projects a professional corporate image.
- Exhibits strong motivation to achieve targets and quotas
- Detail-oriented and able to multitask in unpredictable work environment/load.
- Demonstrates strong organizational skills, the ability to meet deadlines, and the ability to solve problems.
- Flexible and adaptable self-starter.

EDUCATION:

- Bachelor's degree preferred, but primary consideration is experience related to the job description.

TECHNOLOGY/ SOFTWARE:

- Strong proficiency on computers
- Familiar with project research databases and other tools.
- CRM for tracking purposes. (currently Hubspot)
- Will need to become familiar with technology in use by partners in our showroom to support client visits and demos.
- Will need to become familiar with technology used by clients in their command centers.

WORK ENVIRONMENT:

- Position is based in Calgary AB
- This is not a home-based position.
- Some local and national travel is required.
- Typical office work hours are 8:00 am - 5:00 pm with occasional tasks required on evenings and weekends.

APPLICATION PROCESS:

If you know of anyone who may be interested and qualified, please contact Human Resources @

careers@evansonline.com