

JOB DESCRIPTION: Sales & Business Development Manager**Work Schedule:** Full time**Pay Scheme:** Salary + Commission**Reports To:** Vice President

Working Environment: Field (70%) Office (30%)

Denbow is a company that strives for customer satisfaction by providing dependable, responsive and efficient services. Our customers consider Denbow a leader in quality and view us as partners working with them to meet their current and future needs. Management and staff share an enthusiastic interest in making Denbow a success and enjoy the pride and security that only a profitable company can provide. At Denbow we grow people – many of our staff have moved into new positions and learned new skills during their career at our company.

Job Summary

The successful candidate for the position of Sales & Business Development Manager will use their creativity and previous sales leadership abilities to shape and grow Denbow as a company in the industry. The incumbent will launch sales campaigns to bring Denbow's products to market via innovative means. Sales is the number one priority.

With a penchant for detail and a love for metrics, the Sales & Business Development Manager will keep a finger on the pulse of the entire sales program, tracking progress and adjusting course when necessary to exceed the company's sales targets. The Sales & Business Development Manager is also responsible for proactive outbound prospecting and lead management for the company in British Columbia.

This position will have a direct impact on Denbow's success by turning qualifying prospects from lead status into the sales pipeline. This role will act as a layer between marketing and sales - handle all first contact with new clients and build relationships through marketing activity – events, campaigns, direct mail, email, lunch and learns etc. The goal is to take a lead from a marketing campaign, qualify the lead through opportunity discovery, set an on-site appointment with an Account Executive, and follow through until a quote is delivered.

Responsibilities & Duties**Sales (This is the number one priority)**

- Achieving overall agreed sales goals for all Denbow divisions
- Working with the team to develop new strategies to grow the sales pipeline, and consistently meet monthly, quarterly, and annual goals
- Building a team spirit and setting a professional tone in the sales bull pen
- Guiding Account Representatives on successful strategies to penetrate and close base and competitive accounts
- Coaching on internal protocols and processes to improve the sales process
- Developing and implementing KPI's for success
- Resolving customer issues and escalating as required
- Together with HR, recruiting new team members and ensuring their successful integration into team
- Providing constructive criticism and setting the pass for success for all of team members

Business Development

- Working directly with marketing to discover opportunities from leads, and set appointments from those leads.
- Working in conjunction with the EL Business Development Manager for Forestry- Fisheries and lakes resulting in new and ongoing work for Denbow
- Building a qualified pipeline of opportunities through cold calls, marketing qualified leads, targeted warm account prospecting and conversion of inbound leads.
- Generate appointments and quotes by means of proactive outbound prospecting and lead activity management in an effort to qualify and market our solutions to potential customers
- Incorporating knowledge of our products and services, the customer, and key competitors into the sales process and using that knowledge to uncover customer needs and generate demand.
- Applying a thorough understanding of business practice, industry trends, and the competitive landscape to overcome objections of prospective customers
- Using strategic selling and influencing skills to set up qualified appointments
- Consistently utilizing sales approach and techniques based on product or service solutions
- Logging, tracking and maintaining customer contact and prospect contact records in company CRM
- Attending sales meetings, vendor training, local trade shows and other networking events to keep current with technology and represent the company.

Knowledge, Skills and Abilities

- Customer-focused attitude, with high level of professionalism and discretion
- Demonstrated strong ability to manage multiple priorities at the same time.
- Must be able to interact and communicate with individuals at all levels of the organization
- Strong in-person, phone and written customer communication skills.
- Ability to make formal and informal presentation to staff and clients
- Ability to manage time effectively, work independently and be self-motivated.
- A high and positive energy level with the ability to energize people around you
- Passion for mentoring and coaching
- Creativity in structuring sales deals and in resolving performance issues
- Adaptability to the competitive market environment and to internal structural changes
- Strong organizational skills and the ability to meet/exceed deadlines
- An ability to work well with others within the management team.
- Must be able to professionally represent the company at all times
- Proven ability to work in a dynamic, continuous improvement environment.

Education and Training Requirements

- Four-year college degree from an accredited institution in a relevant discipline
- Minimum five years of outside sales experience in a business-to business sales environment
- Prior track record of achievement in a Sales Manager / Business Development position.
- PC proficiency including a working knowledge of Excel, Word, PowerPoint and Outlook
- Experience using a CRM

Job Requirements

- This position will require frequent travel
- Candidates must have a valid driver's license and passport
- All prospective employees must pass a background check

We Offer

- Generous health and dental benefits
- Exceptional career potential!
- Salary + Commission