

Business Development Affiliate

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Company: Nomi Resort

Location: Canada

Category: management

BUSINESS DEVELOPMENT AFFILIATE County of Haliburton, ON 90% Off-Site Remote Work, 10% On-Site Sales Collaborations Commission Based Position with Additional Benefits. Interested in working in a great environment enjoying the benefits of both compensation and leisure? Nomi Resort is located in the County of Haliburton, a place that is part of an 850-acre four-season resort club membership community which includes a mix of luxury inspired contemporary nature-urban recreational cottage units, a resort style condo and future condo development. We are currently now hiring Business Development Affiliates to sell and grow our resort memberships and condo plans. He/she will provide a level of service, professional work standard, and care that exceeds expectations through organizing, planning, directing, to contribute to revenue maximization. Primary Responsibilities To utilize push-marketing of our content to potential prospects to drive membership and condo sales Convert leads Make and meet new prospects within specific industry categories. Present our content in front of our brand and partner affiliates Job Brief Business Development Affiliate We are looking for an energetic business development associate to help drive our sales and grow the business. You will attract new clients and build solid relationships with them while maintaining existing relationships. Other duties will include market research, developing business strategies and pitches, managing a variety of projects, and identifying new business opportunities. You will work with various departments and report to the Head of Business Development. The successful applicant will be resourceful, organized and motivated to increase sales, enhance the company's reputation, and look for new and creative ways to market our products. A background in

sales or marketing is strongly desirable. Responsibilities: Willing to familiarize yourself with the company's vision and mission, seeking to accomplish set goals and objectives. Conducting market research and identifying potential clients. Cultivating strong relationships with new clients, while maintaining existing client relationships. Collating and maintaining client information in the CRM database. Working closely with staff across departments to implement growth strategies. Developing and implementing sales strategies, client service and retention plans, and analyzing sales data to inform or update marketing strategies. Assist with drafting business plans, sales pitches, presentations, reference material, and other documents as required. Ability to manage multiple projects concurrently and meet deadlines. Identify new business opportunities and partners. Demonstrate strong interpersonal skills with the ability to engage effectively with various levels of management, staff, and clients. Requirements: Bachelor's degree in business management, marketing, or related field. 1 - 2 years' relevant work experience in business development or similar field preferred. Excellent written and verbal communication skills. Ability to handle multiple projects simultaneously and work under pressure. Strong organization and project management skills. Friendly and personable demeanor. Proficient in Microsoft Office and relevant software. Additional Requirements and Qualifications Two years of related experience preferred. Team player Deadline-driven Organized and focused Computer literate Ability to meet monthly targets and quotas Onsite accommodation is available as required for sales meetings. This position is commission based only however other benefits included. To apply email: programs@nomiresort.com

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