

Business Development Manager (Client Partnership Manager)

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Company: Galactic Fed | Digital Marketing Agency

Location: Canada

Category: other-general

Job Type: Full-time, 40 hours per week Location: Remote - preferably from Canada, Caribbean or South America; open to candidates willing to work US EST time zone Work Schedule: Working hours must overlap with EST business hours (9am - 5pm EST) for at least five hours each day. We expect team members, especially client-facing, to be available 9am - 5pm EST (New York Time). Job Responsibilities Champions lead acquisition strategies and execution. Manage prospects through CRM like Hubspot. Analyze data to inform decisions on which industries and client types to target. Create and execute sales strategies to drive business in new and existing markets. Pitch, promote, and close deals with clients. Meet settled sales goals. Responsible for the end-to-end sales process from leads generation, prospecting to industry penetration and closing of key accounts. Requirements Bachelor's degree or equivalent experience in sales (B2B). 4-5 years of solid experience in business development and enterprise sales. Experience or knowledge in digital marketing solutions (paid media, SEO, other marketing services). High level of communication skills over phone and email. Selling skills with executives, company owner and, decision makers Perfect English speaking and writing ability. Highly goal-oriented and driven to achieve success. Experience working with CRM software for lead management and follow-up is a plus. Ability to communicate effectively with both technical and non-technical customers. Can work in a fast-paced environment, with less to no supervision. Experience in B2B sales work in Canada or the USA Candidate must be able to commit to hyper-growth and to a long-term work engagement, must be gritty, must be emotionally intelligent, and must be an A-player. Notice on Reference Checks: At Galactic Fed, we have found that past working relationships are often the best

predictors of future success. Accordingly, we reserve the right to contact managers, direct reports, and colleagues at your previous places of employment for references, regardless of whether or not you share those people with us. To be clear, we will never contact anyone at your current employer without your permission, only past employers. If you have questions or concerns about this, please let us know in advance.

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