

Business Development Manager

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Company: Inuson International Inc. (i3)

Location: Ontario Canada

Category: computer-and-mathematical

This is a remote position. Job Title: Business Development Executive - MSP Staffing Services Location: Remote (Canada & Australia) Company Overview: Inuson is a leading provider of Managed Service Provider (MSP) staffing solutions, specializing in delivering top talent to businesses across Canada and Australia. We pride ourselves on our commitment to excellence, integrity, and customer satisfaction, offering tailored staffing solutions to meet the unique needs of each client. Job Overview: We are seeking a dynamic and results-driven Remote Business Development Executive to join our team. The ideal candidate will be responsible for identifying new business opportunities, building and maintaining client relationships, and driving revenue growth within the MSP staffing services sector in Canada and Australia. This is a remote position, offering the flexibility to work from anywhere within Canada or Australia. Requirements Prospect and qualify potential clients within the MSP industry in Canada and Australia. Develop and execute strategic sales plans to achieve sales targets and expand the company's client base. Build and maintain strong, long-lasting client relationships through regular communication and engagement. Collaborate with internal teams to develop customized staffing solutions that meet the unique needs of clients. Keep abreast of market trends, competitor activities, and industry developments to identify new business opportunities. Prepare and deliver compelling sales presentations, proposals, and pitches to prospective clients. Negotiate contracts and agreements with clients, ensuring mutually beneficial outcomes. Track and report on sales activities, pipeline, and revenue forecasts using CRM software. Qualifications: Bachelor's degree in Business Administration, Marketing, or a related field (preferred). Proven track record of success in business development, sales, or

account management, preferably within the staffing or recruitment industry. Strong understanding of the MSP staffing services market in Canada and/or Australia. Excellent communication, negotiation, and interpersonal skills. Self-motivated with a proactive and results-oriented mindset. Ability to work independently and remotely, managing time and priorities effectively. Proficiency in CRM software and Microsoft Office Suite. Benefits Competitive salary with commission-based incentives. Remote work flexibility. Opportunities for career growth and advancement. Comprehensive training and support. Health and wellness benefits. If you are a highly motivated individual with a passion for sales and a desire to excel in the MSP staffing services industry, we encourage you to apply for this exciting opportunity to join our team and make a meaningful impact. Please submit your resume and a cover letter outlining your relevant experience and why you are the ideal candidate for this role.

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