

Business Development Manager (Toronto)

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Company: Givex Corporation

Location: Toronto

Category: other-general

We are looking for business development managers with a winning attitude and a passion for selling.

As a Business Development Manager, you will be responsible for building relationships with potential merchants and you will be the first point of contact and representation of our Givex POS.

Role & Responsibilities:

Provide prospective clients with a deep understanding of Givex Products

Promote Givex's products and services to close qualified lead accounts

Process and distribute online website leads

Answer and process incoming phone leads

Monitor and answer questions with the Givex's Online Chat Tool

Cold call leads from our online database

Cold call leads from lead generation lists

Enter leads into online database

Develop client relationships with current Givex clients

Manage referring and reselling dealer relationships

Handle and process new deals

Attend sales meetings, online demos and trade shows

Required Knowledge, Skills & Abilities

3+ years of experience selling technical products in consultative sales

Experience selling POS hardware and software is highly desired

Strong sales experience in Hospitality and Retail industry

Technical skills to successfully communicate with clients and other departments

Relationship-building skills: Capable of building and perpetuating profitable business partnerships and relationships, which promote long-term success

Proven track record in prospecting, qualifying, and closing accounts over the phone

Ability to understand client needs and able to demonstrate the value of Givex's products

Ability to provide dynamic product demonstrations

Working knowledge of CRM tools

Self-starter with a winning attitude and team spirit

Strong negotiation skills

Excellent communication skills: listening, writing, speaking, running meetings

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