

## Business Development Manager - Toronto

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Company: Alpha Group

Location: Toronto

Category: business-and-financial-operations

For the best introduction to our Portfolio Manager position:

<https://www.alphagroup.com/portfoliomanagers/> where you'll find a short video our CEO has created to showcase what the opportunity entails. The OpportunityAlpha FX Canada is looking for ambitious sales people to join our fast growing team! Our Canadian office was launched just over three years ago and grew over 150% in 2021 with a sales team of ten achieving revenues of £5.5m. Working in a close-knit team, you will form the foundation of our growth story in this space, and this will come with all the accountability, rewards and growth opportunities you would expect. As well as a competitive OTE, those that join now should do so with the ambition of working towards an equity stake in this venture. This is a rare opportunity to play a key role growing a new business venture, whilst benefitting from the backing and experience of an established and fast-growing public company. In less than a decade, our parent company has grown from 5 to 250+ people with a market cap of £850m. You will now be embarking on this journey again, but with the added benefit of Alpha's infrastructure, reputation and financial backing behind you. This is an opportunity for a self-starter – someone with big ambitions, but also the urgency and resilience to achieve them. Effort and potential are more important to us than experience, so if you're committed, we'll take care of the rest. The Role A hybrid position of business development and account management, as a Portfolio Manager, you will be responsible for building a portfolio of high value corporate clients from the ground-up. This begins with sourcing and engaging C-suite decision makers of medium to large businesses across an array of sectors. For each new sales opportunity you initiate, you'll have the choice of three mentors to support you

through the process, enabling you to learn from the people you work best with and putting you in control of your development. These are people who know first-hand what it takes to be successful in the role – Partners who have grown their own seven figure portfolios and have a vested interest in seeing you succeed. They will help you learn the business, your clientele and a range of strategies to add value to them. As you develop, your portfolio will continue to grow, and naturally your position will move further into a blend of account management and business development. Our team liken the role to growing their own business within a business, and this comes with all the accountability, demands and rewards you would expect. Commissions are uncapped, residual and received on every pound your portfolio makes. As well as the support from your mentors, you will also have Alpha's leading technology, resources and approach at your disposal. The Specifics Researching and qualifying potential clients to build a database of leads You will own the telephone – using it to engage and consult with C-level executives of medium-large businesses (£30m - £300m) across a diverse range of sectors. Cold calling will be your primary and preferred method of engaging opportunities. You will learn your clients' businesses and work to explore and uncover key problems and challenges, whilst educating them on how Alpha's solutions can solve them. You will work closely with analysts and strategists to build and present valuable risk management solutions to clients - in time learning how to develop these solutions yourself You will develop trusted relationships with your existing portfolio of clients to retain their business and grow your portfolio In time, you will learn how to deal independently for your portfolio of clients on the largest traded market in the world. About Alpha We are Alpha – an award-winning financial services firm, providing currency risk management solutions to medium and large businesses internationally. Throughout our journey, there's one thing that has consistently set us apart – our people. We're passionate about providing talented individuals with life-changing career opportunities and giving them the tools and support they need to fully take advantage of them. Close to 50% of our sales team are Partners and we're committed to making new shareholders each year. This continues to be possible because, despite being a mature, profitable and high growth business, we've never stopped acting like a start-up. What we offer Average OTE of Y1: \$110k, Y2: \$220k, Y3: \$330k Transparent commission structure, with uncapped and residual commissions received on a pound-for-pound basis. Life changing equity opportunities Legendary corporate trips abroad

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