



## **Business Development Manager – Central / Ottawa**

We are seeking a highly motivated Business Development Manager to join our growing sales team. Based in Ottawa, this role will play an integral part in the continued growth of the RSR Global Suite of products as well as our OGI Digital offering.

The Business Development Manager will be responsible for the sale of our Core Global Brands and our OGI Digital offering. Individual will be responsible for the associated business development and account management activities in the Ottawa area.

### **Qualities:**

- Energetic and self-motivated “hunter” with a passion for new business sales. A strong sense of urgency and a burning desire to offer cutting edge solutions.
- A closer with a proven track record of success in meeting or exceeding quota consistently.
- Effective phone interaction and cold-calling skills. Solid sales skills and understanding of how to manage a sales funnel.
- Ability to communicate and present confidently to any level of an organization.
- Positive and proactive salesperson with a proven ability to prospect and cultivate strong relationships with key decision makers

### **To be considered for this position, you must possess:**

- 5+ years' experience in the automotive sector.
- Experience in digital marketing or e-commerce would be considered an asset.
- Automotive digital marketing and e-commerce experience.
- Strong prospecting and qualification skills
- An established clientele or professional network is helpful
- Experience in account mining / management.
- Proven ability to liaise with & build strong relationships with clients
- Excellent written & verbal communication skills in English. The ability to communicate in French both verbally and written would be considered an asset
- High level of organization & self-motivation
- Willingness to work flexible & sometimes extended hours, including varying degrees of travel to meet targets & deliver exceptional client value
- Proven ability to be able to identify potential clients & build significant sales pipeline, including cold-calling



## Responsibilities of the position will include, but not be limited to:

- Generate new accounts and close sales opportunities using your presentation, management and negotiation skills
- Identify and qualify prospects by telephone, cold call, site visits, and networking
- Develop new client relationships and leverage existing and past client relationships to build and manage a sustained pipeline of opportunities
- Present & sell both the RSR Global suite of products and OGI Digital programs.
- Identify potential customers & contact key personnel to arrange product demonstrations, quotes & other sales-related tasks
- Participate in marketing events such as trade shows, seminars and product launches
- Follow up leads & referrals resulting from marketing &/or field activities
- Liaise with existing clients to ensure their needs are being met
- Identify opportunities to provide additional products &/or training & support services to existing clients
- Maintain client, lead & opportunity data in the CRM database system

### **Salary and Benefits:**

You will be offered a competitive base salary and bonus structure and benefits commensurate with your level of industry experience and expertise.

To apply for this position, please send your CV and Cover Letter to Harmony Fitz-Gerald [hfitzgerald@rsr-global.com](mailto:hfitzgerald@rsr-global.com).