

Business Development Manager

Are you searching for a company that values you and supports your growth and development? Are you passionate for automation and innovation and enjoy working with a variety of industries? Are you excited about joining a growing custom integration company?

If you answered yes to the questions above Everworks Inc. would like to welcome you to our team!

Our Culture

- Innovative and dedicated to exceeding customer expectations.
- Diverse knowledge base over multiple locations that allows for resource sharing and collaborative problem solving
- Flexible work environment and schedules to meet individual needs
- ISO certified and committed to delivering the highest quality standards
- Medical, Dental and Vision benefits with an Employee Assistance Program to provide extra support when you need it
- RRSP contribution matching plan

Summary of Role

Everworks' Business Development Manager will acquire new business as well as leverage existing customer relationships to grow and sell our suite of automation and controls services.

As the Business Development Manager, you will identify and promote customer relationships and play a key role to negotiate and close sales opportunities.

- Industry Expertise - You have extensive knowledge of industrial manufacturing processes with the ability to be flexible and adapt to our diverse client base using your transferrable skills.
- Ability to Influence Others - You can effectively manage yourself and work independently. You will help develop dynamic sales and marketing strategies focused on new customer acquisition and the growth of our existing customer base.

Primary Responsibilities

- Responsible for supporting all aspects of the sales cycle
- Develop, forecast, and execute account specific business plans to achieve sales target
- Perform discovery, analysis of business needs, and definition of client needs to determine technical requirements for project work
- Maintain accurate and timely data in the sales CRM software
- Travel to customer sites for meetings

Knowledge and Experience

- Post secondary education in an applicable technical or business discipline, or equivalent experience
- 2+ years of sales and business development experience with a focus on target account management.
- Knowledge of applications, electrical design, and control systems
- Strong analysis skills: you are great at breaking down problems into logical steps
- Superb communication skills - can convey technical concepts to non-technical people as well as turn non-technical requirements into technical specifications using clear, concise, professional messaging
- Ability to use Excel, Word, and PowerPoint for presentations and project purposes
- Ability to develop new accounts and secure a “commitment to try”
- Well-developed interpersonal, negotiation, and closing skills

Everworks Inc is in compliance with the Accessibility for Ontarians with Disability Act (AODA), 2005 and will, upon request, assist those who may require specific accommodations due to a personal disability. We would ask that those who require assistance to notify our offices as soon as possible if accommodation is necessary.

Everworks does not work with third party recruiters or agencies. Absent a written contract, Everworks is not responsible for any finder's fees should Everworks hire a candidate submitted by a third-party recruitment agency. Contact hr@everworksinc.com for more info.