

## About MicroAge Richmond

MicroAge Richmond is a dedicated managed IT Services Solution Provider that offers a wide range of expertise to our Clients by focussing on bringing efficient solutions to them. We take pride in the premium quality and personalized services we deliver to our business partners/clients to ensure they are hassle free from IT. Our fast-acting team is able to help on demand to support small and medium businesses, public sector organizations and educational institutions.

Our team enjoys a friendly, business casual work environment, opportunities for career development through skills training and advancement as well as a chance make a difference for the business partners/clients, we help each day. If you want to grow your career in managing leading edge technologies, you should consider MicroAge.

## The Position: Business Development Specialist, IT

Responsible for helping to sell MICROAGE's services and solution portfolios using a variety of marketing techniques to attract potential new business partners/clients, while continuing to provide quality services to existing business partners/clients.

### Responsibilities:

- Develops and executes a strategy for discovering and securing new business opportunities
- Adapts new business strategies in accordance with the types of business partners/clients already secured by the company
- Evaluates and realizes quarterly business growth goals
- May represent the company at trade organizations
- Creates a business development database in order to evaluate performance and organize business partner and prospective partner information
- Fosters beneficial relationships with business partners, and business contacts in order to attract new business and enhancing organization's reputation
- Closes new business deals by developing and negotiating contracts
- Lead the processing of new business partners
- Onboarding of new business partners/clients including user training, market analysis, relationship building
- Order management and related administrative tasks to ensure the highest level of customer satisfaction
- Take ownership of new client accounts
- Act as intermediary between external clients and MICROAGE's internal support team with respect to leads generation
- Work with existing business partners to fulfill needs for hardware/software, etc. through quoting and closing process
- Generate ongoing sales reporting and metrics for MICROAGE management
- Other related duties as may be required

### The ideal candidate must possess:

#### Education:

- College diploma or university degree, in a business-related field, or equivalent work experience

#### Experience:





- Minimum 2 years of service sales experience or technical support, with proven track record of personal/entrepreneurial success

**Skills:**

- Must possess intermediate to advanced skills of standard office applications and social media platforms
- Must possess demonstrated sales aptitude
- Organized, positive attitude, self-disciplined, motivated and ambitious to succeed
- Operational proficiency and aptitude to position Information Technologies and Services to business requirements
- Excellent written and verbal communications skills in English
- Must represent MICROAGE in a professional manner
- Strong MS Office skills, and fluent in general web application/tool use
- Familiarity with cross-functional team tools, such as Confluence and SharePoint
- Must possess a valid BC driver's license, clean driving record, and appropriate vehicle

**We offer:**

- Competitive remuneration: salary, commission and bonus opportunity
- Comprehensive employee benefits package
- Training, coaching and mentoring within a challenging and rewarding work environment
- Opportunity for personal and professional growth with the possibility for advancement within the Company

**How to apply for this position**

If you are interested in the position, please forward your resume (Word or PDF) by email to [careers@microage-richmond.ca](mailto:careers@microage-richmond.ca). While we sincerely appreciate all applications, only those candidates selected for interview will be contacted.

