



Why MicroAge

Trusted business partner and market leader that enables Client success through the adoption of information technology. We incorporate systems, processes, tools and best practices into a suite of managed and cybersecurity services that increase user productivity, stabilize costs and improve security. MicroAge also provides organizations with integration services and business technologies, supported by a team of skilled professionals who strive to anticipate the evolving needs of our Clients. We take pride in the premium quality, personalized services we deliver, and have earned the privilege to be considered the partner of choice for many of Canada's Fortune 1000 companies, small and medium businesses, public sector organizations and educational institutions.

Our team is comprised of talented and passionate professionals that are encouraged to think outside the box. The MicroAge environment is dynamic, where team members are appreciated for their involvement and rewarded for their contribution. Our commitment to continuous improvement is supported by both personal and career development initiatives that include on-going skills training and coaching. We help bring out the best in you.

The Position: Business Development Manager

- Location: Laval (QC)

The Business Development Manager is responsible for prospecting, uncovering new business opportunities and introducing new products and services to existing clients for up-sell and cross-sell opportunities. You will meet with decision-makers to discuss the client's requirements and analyzing their existing technologies, network infrastructure and support system. Additionally, you will identify areas for improvement and recommend solutions to increase business efficiencies and productivity while controlling the costs to manage, secure and improve the systems of our prospective clients. Our sales process is based on value as we use a consultative, customer-focused sales approach that sets us apart from our competitors.

Responsibilities:

- Perform business development and prospecting activities to solicit and win new business opportunities
- Maintain sales funnel that will substantiate GP quota objectives
- Maintain focus on generating new Managed and Cybersecurity Service opportunities
- Attend first-time appointments (FTA) meetings to qualify the leads and convert the FTA into opportunities and into the sales cycle
- Conduct account development and planning for Clients deemed strategic for the Company
- Achieve monthly recurring revenue (MRR) targets and FTA conversion rates
- Ongoing commitment to skills and career development
- Participate in Company-driven marketing initiatives and Social Media networking

The ideal candidate must possess:

- College or university education in a business-related field or equivalent work experience
- Minimum 3 years of B2B IT sales experience with a proven track record
- Fully bilingual, written and spoken (French and English) with excellent communication and presentation skills
- Outstanding organizational skills, positive attitude, self-disciplined, motivated, and ambitious to succeed
- Great listener with a solid work ethic, strong working knowledge of a sales process
- Responsiveness, empathy and aptitude to position technology and services to the client's business requirements
- Operational proficiency and ability to position Information Technologies and Services to business requirements
- Working knowledge of standard office applications and social media platforms



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

Are you interested in becoming a **business technology advocate**? Would you like to **help your Clients** perform better through the **adoption of business technologies**? We are looking for that special someone that wants to **have fun, learn** and **be part of our winning team**. If interested, please send us your resume to: cv@nwd-microage.com

