

Business Development Manager

JMT Consultants Inc. – Winnipeg, Manitoba

Job Type: Full-Time, Permanent

JMT Consultants Inc. is a growing structural consulting firm that is seeking an experienced Salesperson to join our dedicated Winnipeg team. You will be responsible for the North American Market.

We are looking for a detail- and goal-oriented team member that has a significant background in structural and miscellaneous steel. You will provide complete and appropriate solutions for every customer in order to boost top-line revenue growth, customer acquisition levels and profitability.

At JMT Consultants Inc. we value our team members and offer a full medical benefits package, vacation/sick time, flexible work hours and relaxed office environment. We provide an annual company retreat and all team members receive an annual profit-sharing bonus.

Responsibilities:

- Generate sales
- Build sales leads
- Maintain sales accountants
- Building strong customer relations with existing clients
- Working closely with clients to determine their needs
- Keep abreast of best practices and promotional trends
- Supply management with reports on customer needs, problems, interests, competitive activities, and potential for new services.
- Prepare and/or assists in completing budgetary and final estimating of scopes of work
- Develop and/or assists in the preparation of estimate packages
- Travel will be required
- Attend industry tradeshow
- Other projects as assigned

Qualifications:

- Proficiency in Microsoft Office products, such as Word, Excel and PowerPoint
- Three to five years of industry sales experience
- Highly motivated and target driven with a proven track record in sales
- Excellent selling, communication and negotiation skills

- Prioritizing, time management and organizational skills
- Ability to create and deliver presentations tailored to the audience needs
- Relationship management skills and openness to feedback

Requirements:

- Diploma/Certificate
- Canadian Citizenship/Legally able to work in Canada

How to Apply:

Send cover letter and resume through indeed

We thank all applicants who apply, however only those selected for an interview will be contacted.