



Business Development Director

We are currently seeking a talented sales professional located in the GTA to join our Canadian sales team. The Business Development Director is an individual contributor and is charged with new business development with large corporate accounts headquartered in the Toronto area.

- Do you have a background selling professional services?
- Do you understand how business strategy and direction are determined in corporations?
- Are you driven, self-sufficient, and highly competitive?
- Are you insatiably curious, and have a passion for exceptional customer service?
- Can you quickly build confidence with prospects, customers, and internal team members?
- Can you lead and motivate a team of resources in a dynamic environment?

Responsibilities:

The Business Development Director is responsible for identifying potential accounts, developing an account entry strategy, conducting the prospecting campaign, developing relationships and understanding the customer's critical business strategies, then working with a team of subject matter experts to create and execute a solution to achieve the customer's business objectives.

Qualifications:

- Minimum five years of direct B2B sales experience calling on Fortune 1000 companies.
- Clear history of new business development selling professional services
- Demonstrable sales success through prospecting and growing revenue in multiple accounts
- An understanding of sales force/channel motivation, consumer marketing, or employee retention/training
- Large volume sales experience (\$250k plus per sale)
- Experience with broad range of sales cycles (three to six to twelve months)
- History of career stability with a maximum of three jobs in the last ten years
- Compensation derived through highly leveraged commissions and bonuses
- Four-year college degree is required; advanced degree is a plus
- Proficiency in Microsoft Office Suite products is required; Proficiency with Web 2.0 and SaaS solutions a plus

Compensation Opportunity:

Compensation is not capped and is based on your performance. We offer a base salary plus commission and a bonus tied to fiscal year revenue production and profitability.

Additional Benefits:

Business Development Directors are automatically eligible for a full suite of performance management reward programs, including an annual President's Club travel award.

About Us:

BI WORLDWIDE® is a global engagement agency that uses the principles of behavioural economics to produce measurable results for its clients by driving and sustaining engagement with their employees, channel partners and customers. Supporting 140 countries through seven global headquarters and operating in 22 languages, BIW continues to bring best in class solutions to its global, regional and local customers. Our creative and results-driven approach has earned us a reputation for the highest standards of performance and service. We are a privately held, \$600 million corporation that employs more than 1,500 associates throughout the United States, Latin America Canada, Australia, Europe, and Asia.

Contact: Andrew Clark, President BI WORLDWIDE Canada

Phone: 604-969-9371

Email: andrew.clark@biworldwide.com