



Example of Sales & Business Development Job Description

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Our company is growing rapidly and is hiring for a sales & business development. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don't fill all of the qualifications, you may still be considered depending on your level of experience.

Responsibilities for sales & business development

- Identify new opportunities through cold-calling and penetrating new segments/accounts in the biotech, pharma, and CRO markets
- Become familiar with DRT products, capabilities, applications
- Monthly base salary and unlimited bonus
- Outstanding vacation time
- Paid international travel
- Create new business relationships through prospecting that results in an increase of sales within the transportation/infrastructure sector focusing on Provincial/Territorial/Federal agencies, major contractors, architects and engineers
- Continually communicate the Geomatics/Geospatial value proposition and portfolio of capabilities
- Maintain relationships with existing clients that result in preserving high client satisfaction and increasing account growth
- Work closely and communicate frequently with operations and project managers to ensure a team approach to selling is being executed
- Build and manage a strong opportunity pipeline

Qualifications for sales & business development

- CAMS Certification Preferred (Certified Anti-Money Laundering)

- Proficient to intermediate skills in Microsoft Office (Excel, PowerPoint), Outlook and Salesforce.com
- Sales specialists will contact customers by phone, e-mail, teleconferencing, participating in the professional exhibitions
- Sales specialist is responsible for the accurate recording of both his activities and information about the customer (potential, prescription behavior, contact, roles etc)