

About MicroAge Kingston

MicroAge, a leading systems integrator providing IT solutions to businesses since 1984. The company offers consulting services, integration, management, programming and staffing, added to the supply of products, software and Cloud Solutions. Our mission is to help today's businesses meet their current and future management needs through information technology, to ensure they grow with confidence.

Joining MicroAge means you are part of a team that has proven to be one of the industry's best. MicroAge Kingston is a 2-time recipient of the "Canada's Top 50 Best Managed IT Companies" award for 2017 and 2018. MicroAge Kingston also ranked as one of the Best 501 IT Companies in a Global survey for 2018. Top performers will be challenged in this environment as they increase their knowledge and grow professionally.

At MicroAge, you can join a warm, passionate and dynamic team with a stimulating work atmosphere. Our employees enjoy a friendly, business casual work environment, opportunities for career development through skills training and advancement, as well as a chance to make a difference for the clients we help each day. If you want to grow in your knowledge and confidence in managing leading edge IT, then you should look at MicroAge.

About this position: Business Development Manager

The Business Development Manager plays an important role within the Sales team. The Business Development Manager is responsible for prospecting and uncovering opportunities with business owners and executives within our existing and potential Clients. Activities include preparing proposals, presentations and nurturing leads through the entire sales cycle. The Business Development Manager is recognized for having a proven track record for consistently exceeding sales objectives and possesses exceptional client development skills which are conducive to establish and build long-term trusted relationships

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 Service opportunities
- Conduct account development and planning for Clients deemed strategic for the Company
- Personal Development and Self-improvement
- Participate in Company-driven marketing initiatives and Social Media networking

Requirements

- College or university education in a business-related field or equivalent work experience
- Minimum 3 years of B2B sales experience with proven track record of personal/entrepreneurial success
- Written and spoken English with excellent communication and presentation skills
- Organized, positive attitude, self-disciplined, motivated and ambitious to succeed
- Operational proficiency and aptitude to position Information Technologies and Services to business requirements
- Possess intermediate to advanced skills 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





How to apply for this position

If interested, please forward your resume by email (attach a Word or PDF document) to AwesomeJobs@microagekingston.ca. During this phase of our recruiting effort, we will not be able to accept telephone calls. Only those candidates meeting the requirements will be contacted