

BUSINESS DEVELOPMENT MANAGER

Cloud services industry

WHAT'S THIS ABOUT?

Our client is a Quebec-based leader in providing cloud solutions services, data governance and advanced analytics. They are ready to soar even higher by boosting their existing market share and expanding within other markets. They need someone to lead that growth by creating new business opportunities through prospecting and lead follow-up as a Business Development Manager.

Because you are looked to as an expert, you must have sold cloud solutions and services in a bilingual environment before. You can talk to senior decision-makers about advanced analytics, data governance and cloud solutions services for days with energetic enthusiasm. Building and nurturing relationships is where you thrive as a fully bilingual, confident professional.

Do you see yourself joining this team?

ABOUT YOU

- Bachelors or higher degree in business or commerce
- 5+ years experience in business development or IT sales
- Experience selling technology solutions services, not products
- An effective influencer, attentive listener and born problem solver who is a natural leader with good judgement
- Strong attention to detail and can deliver the highest quality solutions and service to high-profile customers
- Perfectly fluent in English and French

ABOUT US

- Salary is **six figures** per year, including commission, licences and renewals
- Work from home
- Global company with international clients you've heard of
- Committed to continuous learning, training and knowledge sharing

IS IT YOU WE'RE LOOKING FOR?

Email **Melanie Diotte** with the position in the subject line.

Attach your complete resume.
