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Development

Date posted 2023[7][14]

Description

Marcus Evans, founded in 1983, is a global business intelligence and event marketing company, with 46+ offices in 20+ countries. Headquartered in the UK, we are rated in the top 20 UK companies for work/life balance.

Working across all industry sectors our Summits, Conferences and Online Events brands deliver innovative high-level content, networking and one-to-one meeting platforms that bring together key decision-makers on a truly global scale. Our client base is comprised of c-level executives from 98% of existing fortune 1000 companies, and are world leaders in a variety of industries, such as healthcare, legal, pharmaceutical, investments, energy, packaging etc.

We are looking for driven, enthusiastic and passionate professionals to join our Sales team as a Business Development Associate. In this role you will be working with key industry leaders and innovators. We help companies better their business through corporate meetings with targeted customers at very elite and specialized B2B events. This role is perfect for those looking to start their career in sales and business development. While sales experience is always great, it's not necessary.

This is an in-person role located in our Toronto office.

Key Responsibilities:

- · Working with new and existing clients
- · Find agreement on the terms governing of our working relationships
- You will be selling to senior-level executives by learning about their growth goals and converting that intelligence into business opportunities.
- Act on behalf of the company and our clients in the delivery of our exceptional products and services.

Qualifications:

- · Excellent communication skills in English is a must!
- The confidence to go head-to-head with the best and brightest industry leaders along with the humility to know that there's always more to learn.
- · Basic understanding of sales principles.
- Experience in creating and launching strategic marketing email campaigns is a plus.
- A proven track record of accomplishing ambitious goals, be it in your professional career or personal life. We want to hear all about your big wins!
- A positive, can-do attitude.

Compensation and Benefits

- Competitive annual salary plus OTE based on monthly commission and repeat business.
- · Comprehensive benefits package including health and dental coverage.

- A culture of meaningful recognition: from bell ringing to promotions and bonuses, we celebrate success.
- We exclusively promote from within based on performance and leadership qualities: if you've got what it takes, you will climb the corporate ladder.
- Ongoing on-the-job coaching: we provide constant feedback and training to help ensure you achieve your goals.
- Learn from the best: our management team has an average of 7+ years of experience, with some at 20+. You can build a long sales career with us.
- International travel to tend to clients at 5-star locales.
- Future professional development may lead to opportunities to transfer temporarily or permanently to other Marcus Evans locations, such as Toronto, New York, Chicago, Miami, Los Angeles, London UK, Barcelona, Amsterdam, Kuala Lumpur, Tokyo, Sydney etc.
- Fun and social work environment: competition games and team building activities, rewards available
- Tailored group and individual training sessions
- Incredible office culture: it's a cliché, but we're a big family.

Job Type: Full-time

Pay: \$60,000.00-\$80,000.00 per year

Benefits:

- · Dental care
- · Extended health care

Schedule:

· Monday to Friday

Supplemental pay types:

Commission pay

Application question(s):

- Are you able to work in Toronto?
- Are you comfortable in speaking to C-level executives?
- Are you comfortable working in an onsite setting?

Language:

· English (required)

Work Location: In person