



<https://intscanada.com/job/business-development-associate-toronto/>

Business Development Associate (Toronto)

Hiring organization
INTS Consulting

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.

Date posted
2023-07-14

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.

