



<https://intscanada.com/job/sales-representative-business-development-specialist/>

INTS CONSULTING - Sales Representative/Business Development Specialist

Hiring organization
INTS Consulting

Description

Date posted
2023-07-31

Benefits

Pulled from the full job description

- Dental care
- Extended health care
- Life insurance

Company Overview:

Eggdemy (www.eggdemy.com) is a boutique career consulting firm that specializes in providing professional services to new grads and new immigrants in North America. Our mission is to empower individuals from all backgrounds to achieve their desired careers, regardless of their educational background or origin. Founded by former Fortune 500 corporate executives and renowned recruitment professionals, Eggdemy offers comprehensive career services, including job search guidance, industry career development, and long-term mentoring.

Job Summary: As a Business Development Associate, you will play a vital role in selling Eggdemy's professional career consulting services to job seekers, particularly new grads and new immigrants. You will have the opportunity to collaborate with the Sales team and advance your career to the Sales Representative role.

Responsibilities:

- Develop sales leads and promote the company's product/service, including career consulting, training, and resume writing services.
- Contribute to the development of marketing promotion plans and collaborate with the marketing and service teams to effectively sell our products.
- Provide support to the sales team in areas such as reporting, client presentations, market research and analysis, sales lead management, follow-ups, and event support.
- Participate in various company activities and offer support as needed.

Qualifications:

- Passionate about assisting new grads and new immigrants in their career development, demonstrating empathy and a willingness to understand their challenges.
- Bachelor’s degree or above in STEM, Marketing, Finance, Economics, or a related field.
- Preferred: 1+ years of sales or customer service experience.
- Excellent verbal and written communication skills in English.
- Strong research and sourcing abilities, with the capacity to handle high-pressure and high-volume workloads.
- Good interpersonal skills for client-facing interactions.
- Familiarity with employment websites and professional networking platforms, such as LinkedIn, Monster, Indeed, etc.
- Chinese Mandarin language is required.
- Experience conducting workshops on various career and leadership topics is desirable.

Skills: Listening, Verbal Communication, Written Communication, Motivating Others, Education, Teamwork, Self-Motivation, Administrative Writing Skills

What We Offer:

- Opportunity for personal skill development in areas such as communication, leadership, and collaboration.
- Extensive exposure to mainstream job market knowledge and the chance to build a network with senior professionals.
- Competitive salary with an attractive commission-based structure. Potential to earn \$60k+ annually.
- Eligibility for EE immigration.

If you share our values and are passionate about contributing to our mission, we invite you to apply and join our team.

Job Type: Full-time

Salary: \$31,155.46-\$71,438.32 per year

Benefits:

- Dental care
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Flexible Language Requirement:

- French not required

Schedule:

- Monday to Friday

Supplemental pay types:

- Bonus pay
- Commission pay

Ability to commute/relocate:

- Toronto, ON M5J 2P1: reliably commute or plan to relocate before starting work (required)

Education:

- Bachelor’s Degree (preferred)

Experience:

- organizing student activities: 1 year (preferred)
- to C sales related: 1 year (preferred)

Language:

- Mandarin (required)

Work Location: Hybrid remote in Toronto, ON M5J 2P1