



Business Development Manager – Regional

Position / Title	Business Development Manager – Regional North America
Commitment	Full Time
Degree	Bachelor degree, Masters is a plus
Major / Emphasis	Business, Management, Economics, Marketing, international Relations, Engineering
Years of Experience	8+ years of relevant experience in business development Experience in B2B Enterprise Account Management is preferred (Portfolio includes but not limited to: Retail, Banking, Insurance or/and financial institutions etc...)
Skills	Languages English French is a plus

Other Skills:

- Excellent written and verbal communication skills
- Public speaking
- Negotiation skills
- Ability to handle and complete multiple projects with deadlines
- Strong problem diagnosis and creative problem solving skills
- Working in a fast-paced environment
- Initiative and good decision-making skills
- Strong organizational and management skills
- Good networking skills
- Patient and can handle working under pressure
- Self-motivated, passionate, and disciplined approach
- Attention to details
- Perform other work-related duties as assigned



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Responsibilities

- Identify new business opportunities, including new markets, growth areas, customers, products and services.
- Generate new revenue and help with the company's growth.
- Foster and develop relationships with customers.
- Generate leads and cold calling prospective customers.
- Develop opportunities in target markets with support of marketing.
- Nurture and develop relationships with key customer accounts.
- Meet with customers/ clients face-to-face or over the phone.
- Provide specialist advice on the products and/or services.
- Negotiate pricing with clients in line with internal guidelines.
- Work strategically by carrying out necessary planning.
- Implement operational changes.
- Prepare presentations.
- Work with the team to develop proposals that speaks to the clients' needs, objectives and challenges.
- Forecast sales targets and ensure they are met by the team.
- Train members and arrange external training when appropriate to ensure that the team members represent VALOORES in the best light.
- Set promotional strategy and activities.
- Seek ways to improve the business operation.
- Carry out sales forecasts and analysis.
- Submit weekly progress report.
- Ensure that data is accurately entered and managed with the company's CRM.

Country

New York, United States (Primary)
Montreal, Canada (Secondary)

Travel

Willing to travel extensively (expect to travel or work in the overseas divisions of VALOORES) 50-70%