



Looking for the right **Business Development Manager**

Company Description: MultiTrends ITNet Services, incorporated in 2001, is a fast growing company located in beautiful Maple Ridge, BC. Our excellent customer service has earned us awards in innovation and business excellence. MultiTrends is an equal opportunity employer, committed to developing an inclusive culture. We believe that diverse ideas, opinions and perspectives are good for building business. Ditch the commute or relocate to a fantastic community. We offer a good benefit package and room for advancement.

Mission Statement: MultiTrends ITNet Services is an incorporated company that contributes to better living both at home and work. The company believes and stands behind

- Seeing each client and employee as an individual with unique needs.
- Being seen as a contributor to the community and,
- Providing services with accountability, integrity and stability

What have you got?

- At least 5 years of progressively successful B2B business development/outside sales experience
- A tenacious entrepreneur 's desire and passion for sales/business development - in other words, someone who isn't afraid to pick up the phone and make those cold calls, get down with the complex negotiating and effectively handle those inevitable objections that will close the deal.
- Proven track record in prospecting, soliciting new business and full sales-cycle experience involving multiple influencers
- A strong customer service orientation and the ability to form long-term customer relationships
- A car and be prepared for frequent travel within the Lower Mainland.

What's in it for you?

A rare opportunity to work with a fun, committed team of IT specialists based in a new office complete with a staff lounge properly equipped for those moments we all need in order to recharge.

What about the money you ask?

The selected candidate will receive a base salary plus commissions, a solid benefits package, car allowance and expense account.

In addition to career growth opportunities, you get an inspirational and challenging workplace that provides the culture you need to evolve your career. You will experience a diverse and flexible learning environment that will support and challenge you to build on your strengths and gain new skills.

Contact: Job Openings
Email: jobopenings@multitrends.com
Fax: 604-460-9661

Please respond by email or fax only.

NOTE: This job description is not intended to be all-inclusive. Employee may perform other related duties as negotiated to meet the ongoing needs of the organization.