



Business Development Representative

TEK ROOFING

Job Category: Marketing/Sales

Job Source: nrbjobs.com

Job Summary

Employment Type: Full Time

Gender: Any

Career Level: Entry Level

Salary: Negotiable

Posted On: 14 Sep 2024

Application Deadline: 13 Oct 2024

Job Context

- Nu-Tek Roofing is a premier provider of commercial roofing solutions, specializing in serving high-end clients in the pharmaceutical, food manufacturing, healthcare, and other industries. With a commitment to quality, innovation, and customer satisfaction, we pride ourselves on delivering top-tier roofing services that meet the unique needs of our clients. Our team of experts is dedicated to providing solutions that ensure the safety, durability, and efficiency of clients' facilities.

Job Description/Responsibility

- Source and identify potential clients through various channels, including LinkedIn, industry events, and networking.
- Research, connect with, and build strong, long-term relationships with key decision-makers within target industries.
- Qualify marketing-sourced leads, ensuring they align with our target client profile, and nurture these leads through personalized communication.
- Work closely with the marketing team to follow up on marketing-qualified leads and convert them into business opportunities.
- Seamlessly transition qualified leads to the account management team for design and proposal development.
- Stay up-to-date with industry trends, competitor activities, and client needs to tailor our offerings effectively.
- Maintain accurate records of all sales activities, pipeline management, and progress toward sales goals.

Education Requirements

- Bachelor/ Honors(Bachelor Degree in any Discipline) completed.

Experience Requirements

- No experience is required.

Skills Requirements

- Proven experience in business development, sales, or a related role, preferably in commercial B2B

services.

- Strong understanding of the commercial roofing industry or related fields.
- Excellent communication and interpersonal skills, with the ability to build and maintain relationships with C-level executives and other key decision-makers.
- Proficient in using CRM software and other sales tools.
- Self-motivated, goal-oriented, and capable of working independently.
- Ability to research and identify potential clients and market opportunities.
- Experience in nurturing leads and guiding them through the sales funnel.

Work Area

- Applicant should have experience of working in the following category(ies): Marketing/Sales

Industry Type

- Experience should include the following skills: Others

Job Location

- Anywhere in the country

Address: Coquitlam, Canada, Coquitlam, Canada, United States

Company Profile: Private

Company Website: <http://www.tekroofing.ca/>