



Business Development Representative

Edmonton, Waterloo, Montreal, or Remote within Canada

Permanent full-time

Flexible hours in the range of 8 am to 5 pm in Mountain or Eastern time zone

Open to Canadian citizens, permanent residents of Canada, those with a valid Canadian work permit

In a nutshell: Advanis is hiring a Business Development Representative to help us grow our revenue.

Who is Advanis? We're a [market research consulting firm](#). For over 30 years, our expertise and innovations have had a profound impact on public sector affairs and business. Our research helps our public sector clients design and optimize the delivery of government services to Canadians and helps our private sector clients design successful new products; set the right prices; test entirely new product or service ideas; increase their customers' satisfaction; target their most lucrative customers; provide the best service to consumers; and much more. We consult to all levels of government in Canada and to some of the leading corporations in the world.

Responsibilities will include:

- Achieving significant **sales growth** through upselling and cross-selling.
- Identifying and cultivating new sales leads and forming new relationships with potential clients across industry sectors in North America through list development, cold calling, and referrals.
- Build excellent client relationships by offering **value-added, insightful, and strategic input** to the client's business.
- Developing, implementing, and tracking new business sales strategies and goals.
- Owning the inbound and outbound sales process from lead generation to closure.
- Developing proposals in collaboration with our Market Research and Field Services teams.
- Identifying best practices to optimize the marketing funnel.

Who you are/what you offer:

- At least two or three years of **professional services sales experience** from which you can demonstrate evidence of your:
 - strong verbal and written communication skills via in-person, phone and e-mail
 - measured success selling non tangible products and services;
 - ability to identify and develop new business solution selling opportunities to expand reach across industry sectors;
 - self-motivation and resiliency (rejection? bah);
 - effective negotiating skills;
 - able to work independently & as part of a team in a fast pace, rapidly changing environment; and
 - unwavering customer-focus.
- Post-secondary education (university or college degree), which is maybe where you developed your:
 - analytical ability;
 - problem-solving skills;
 - superior written and oral communication skills;
 - understanding of the importance of attention to detail; and

- understanding of the market research or professional services industries.
- Overall life experience, which is likely where you developed your:
 - openness to constructive feedback and a desire to continuously improve;
 - curiosity and willingness to learn and take on a new challenge;
 - sense of humour!
- And yes, you'll have some good computer skills with:
 - CRM tool(s) such as HubSpot;
 - MS Office (PowerPopint, Excel, Word, etc.); and
 - Google Suite
- Oh, and after all that, if you speak and write in French, that's a definite bonus.

We offer a remuneration package including a competitive salary, bonus opportunities, and extended health care coverage. Our work environment is fast-paced and learning-oriented. The starting salary range is \$55,000- \$65,000.

If we have described your ideal job, we invite you to send your resume, and a cover letter to busdev_rep@advanis.net. Sell us on you!

We sincerely thank all applicants for their interest; however, only some candidates will be contacted for an interview and a case study evaluation.

Closing Date: Open until position(s) filled.