

"If you enjoy what you do, you'll never work a day in your life..."



Business Development Associate (Flexible) with a passion for working with people and achieving sales objectives. We are creative, energetic, and goal-focused. We strive to exceed client expectations. Our work environment is dynamic, balanced, family-oriented, with an emphasis on high integrity.

This position is flexible, 3-5 days/week, with negotiable performance-based compensation.

For this position, the ideal candidate has a track record in consultative selling, preferably in professional solution areas, and a passion for people development and achievement. Our client base includes large and mid-sized companies and their decision-makers from Operations, HR, Senior Leadership and Sales functions. Potential to combine sales with some delivery/facilitation of client solutions.

The ideal candidate will have a high energy level with an attention to follow-up with leads and proposals. We will seek to support your existing strengths with further development in a team environment. This position reports directly to one of our principals, and offers a flexible performance based in compensation after a success mentoring period. Based in our Head Office in GTA (Toronto) the position has some flexibility and will require a car at times and some travel on occasion in US and Canada. It may also be adapted to 3-4 days/week for the successful candidate.

Position Role Contribution - To succeed in this position you will need to:

- Develop and implement Client Introduction Strategies
- Apply our "introduction calling" methodology to gain appointments with decision makers
- Research Marketing and Lead generation opportunities
- Network with key prospects
- Explore creative niche marketing opportunities (i.e. by industry)

Characteristics - The successful applicant will be:

- High Energy, go-the-extra-mile attitude
- Self-starter, results and goal oriented
- A resilient, continuous learner and a team player
- Organized, strategic thinker with creative problem-solving skills
- Developed people skills and a Client Services mindset
- Passionate about learning and client satisfaction

Experience - You are:

Post secondary educated with an established track record, preferably in a business-to-business sales environment, and demonstrable, proven results in sales objective achievement.

Experience in the corporate training industry, *familiarity with psychometric tools considered a significant asset.* Possible opportunity for involvement in facilitation and program delivery.

If you think you'd like to explore this further...

Please send an email to careers@excelgroupworks.com, including your résumé and the following information (applications without this information will not be considered):

- Your past sales accomplishments
- Your salary expectations
- Things that you enjoy in your free time
- Your favourite past work environment, and your least favourite
- One thing your manager could do that would most support your sales success.

