

## Business Developer / Account Manager

### JOB DESCRIPTION

FirstPage Marketing, a leading digital marketing agency in the Fraser Valley, is looking for a Business Developer / Account Manager to join our team. We provide the tools and training you need to succeed, opportunity for growth and advancement, and a competitive compensation and benefits package. We offer a friendly, respectful, and rewarding work environment with an accessible, open and supportive management team who is committed to your success.

### WHAT WE OFFER

- Base salary options plus commission
- Opportunity for developing a residual sales commission base
- 2 weeks vacation
- Paid training
- Cell phone
- Gym membership coverage
- Company paid monthly MSP premiums
- Extended health, dental and vision coverage

### ABOUT THE MOST SUITABLE CANDIDATE

- Has a persuasive, easy-going personality that attracts others to them
- Comes to the table with a “yes we can” attitude and perseveres until success is achieved
- Is able to influence and drive decisions to meet common goals
- Is self-motivated, thrives on results, and can manage multiple tasks under strict deadlines
- Handles stress well, both in planned and “on-the-spot” situations
- Is driven to achieve success individually and as a team
- Has strong negotiating skills

### RESPONSIBILITIES

- Achieve or exceed set sales and revenue targets and build relationships
- Prospect, negotiate and close new business.
- Hunter mentality leading with 75% new business development
- Set appointments and manage self-generated leads as well as company referrals
- Qualify new business prospects and build an active, high potential prospect list
- Prepare and lead presentations to potential clients, prepare quotes and ensure follow through on project executions to ensure client satisfaction
- Track all sales activities in company CRM system and keep records current by updating account information regularly
- Maintain a well-developed pipeline of prospects
- Develop strong, ongoing relationships with prospects and customers
- Consistently follow-up with new and existing leads and customers to ensure satisfactions and get referrals

- Handle incoming calls / website lead requests, perform needs analysis and move leads through the sales cycle
- Meet and nurture new customer relationships that turn into sales and ongoing maintenance/support projects
- Maintain regular contact with clients to keep them informed of projects' progress
- Meet with clients to present previews, reach approvals, collect website assets and coordinate successful project deliveries
- Anticipate buyer objections and having alternative strategies to solve resistance
- Prepare quotes for customers following the professional standards set out by FirstPage Marketing
- Bring projects (existing and new) to completion with satisfied clients
- Leverage social marketing channels to engage and interact with potential customers

### REQUIREMENTS

- 5 years of sales experience minimum requirement, ideally in B2B sector
- Proven ability to meet and exceed sales quotas
- Demonstrated experience in growing new sales and building long-term client relationships
- Superb verbal, written and interpersonal communication skills
- Hunter mentality and self-starter
- Knowledge and experience in the area of sales for marketing or advertising services is a plus
- Demonstrated success in working proactively and collaboratively within a team environment

Interested candidates should send us their resume, a short summary of why they are the right candidate for the job, and a description of their work experience and we will be in touch.

The compensation is made up of base salary, commissions, and benefits.

No phone calls please. Only those selected for an interview will be contacted.

Job Type: Full-time