

 <p>AARK CANADA <small>Incorporated, PEI</small></p>	<p>Creating the Future with Digital Transformation</p> <p>AARK's tech expertise intelligence serves our clients' scalable IT services and solutions. We are team of expert system analysts who dig out the requirements, business needs, priorities and challenges to deliver the best processes and results. With a prime focus on user experience, our proficiencies extend beyond mobile applications, web applications, service integrations & strategy.</p>
<p>Business Development Manager</p>	<p>We are seeking a Business Development Manager to work closely with the management team and support teams to build a prospect / client relations / sales pipeline & to identify opportunities; thereby generating revenues for the organization.</p>
<p>Job Description</p>	<ul style="list-style-type: none"> - Manage customer relations / Prospect services - pre & post deal closures - Execute the required Sales promotions in US - Canada market - Acquire market intelligence / information - Support the process of identifying, shaping, and closing business opportunities - Assist in opportunity qualification and risk assessment - Prepare client proposals and presentations - End to end coordination of various stages of client relationship development - Analyze critical business drivers, risks and needs that meet client / prospect requirements - Support contract integration, change management, governance activities, up sells / cross sells & relationship management - Achieve Sales Revenue Generation Targets
<p>Responsibility</p>	<ul style="list-style-type: none"> - Sales territory is Canada & US - Expected travel based on business needs across Canada & the US based on client needs (post-pandemic) - Required to maintain a rolling pipeline as per expectations of management / leadership - Expectation is to support or close two or more opportunities which could result in achieving or exceeding the management quota assignments - Frequently represent the organization to other businesses within the company and to external customers/clients - Act as a liaison for clients / prospects with an objective of acquiring new business and / or generating revenues - Frequently contribute to the development of new ideas and methods
<p>Profile Requirement</p>	<ul style="list-style-type: none"> - University or Bachelor's degree preferable - 4+ years of appropriate Experience in International Business Development / Sales - Pleasant personality, business acumen & right attitude and aptitude - Preferred knowledge of USA / North & South America / Canadian / UK markets - Demonstrable understanding of current & emerging IT, ITES & Government Sector - Demonstrable understanding of developing client / prospect relations & business acumen - Excellent verbal & written Communication Skills - Basic computer skills like MS Office - Temperament to work in a highly matrixed, virtual & growing organizational environment
<p>Anticipated Start Date</p>	<ul style="list-style-type: none"> - Within One Month from Final Selection Round
<p>Salary Range</p>	<ul style="list-style-type: none"> - \$60,000 - \$ 72,000 dependent on experience, accomplishments & qualifications.
<p>Job Location</p>	<ul style="list-style-type: none"> - Summerside, PEI
<p>To Apply</p>	<ul style="list-style-type: none"> - Please submit cover letter and resume to PEIjobs@aarkinc.ca