

Business Development Manager

Holmes + Brakel, Ottawa ON

If you are ready to build up clientele for an established brand that is boiling over with potential, then we cannot wait to meet you.

Since 1975, Holmes + Brakel has been delivering unparalleled services in the furniture industry. Specializing in offices and workplaces, we offer a full suite of services that encompasses design, sourcing, and installation. Our success would be impossible without our unwavering customer focus; as a family business, we have been able to maintain that focus since we started.

We are looking to add a **Business Development Manager** to our sales team: someone who understands the industry, has a proven sales ability, and is ready to work under the heat and pressure of a growing company.

As our newest Business Development Manager, you will use your experience in sales—from first introductions to contract negotiations— to grow our customer base and manage relationships with existing clients.

We are looking for someone with more than just a good sales pitch: you understand and anticipate client needs and integrate them into your sales tactics and overarching plans. Whether you are thinking about how to change offerings to match market trends, or finding ways to one-up the competition, iteration and improvement are the words you live by.

When you are not involved in sales directly, you will be working on our strategy and tactics. After researching and analyzing our current base and prospects, you will present and recommend new ideas to the management team.

Responsibilities:

- Build relationships with new and existing clients through setting up sales meetings.
- Research, identify, and contact/cold call prospective clients for new business.
- Generate end-user prospects and Centers of Influence (COI) who will refer leads.
- Negotiate contracts and close deals.
- Set sales targets and provide sales support.
- Work across departments (e.g., design, project management, etc.) to increase sales opportunities and maximize revenue.
- Maintain knowledge of current market trends and competitors.
- Attend industry functions/conferences/trade shows as needed.

Your ability to organize, plan, analyze client needs, communicate with clients, remain calm under pressure and never let a small detail slip through the cracks will contribute to your success in this role. If this sounds like you, we cannot wait to hear from you!

Qualifications:

- Experience in a client-facing sales or business development role.
- Experience in the contract furniture/interior design industry.
- Experience with contract negotiation on medium to large contracts.
- Experience creating and delivering sales presentations to a variety of clients.
- Experience developing and executing on attainable sales goals and developing effective sales/marketing strategies.
- Valid driver's license and access to a reliable vehicle.
- Degree or diploma in business, marketing, economics, or a related field (an asset).
- Experience using a CRM (e.g., Salesforce) (an asset).

Working with Holmes + Brakel

This is a full-time, permanent position working Monday to Friday. You will travel to meet with clients, mostly in the Ottawa area. You will receive a competitive annual base salary commensurate with experience, plus commission structure. You will also receive, health benefits, paid vacation, and car and cell phone allowances.

While we have experienced great success over the years, we have also stayed true to our roots as a family business. Our employees love it here, and people tend to stay with us for a long time, and we hope you will too!