

Business Development Manager



Phone :

Web :

Job Summary

Vacancy :

Deadline : Sep 20, 2024

Published : Aug 20, 2024

Employment Status : Hybrid

Experience : Any

Salary :

Gender : Any

Career Level : Any

Qualification :

Job Description

Are you a seasoned business development professional with a passion for the building and smart home industries? Do you thrive on challenges and excel at generating and converting high-quality leads to drive growth? If so, we want to hear from you!

RainStick Shower, headquartered in the picturesque city of Kelowna, BC, is a trailblazing Canadian Cleantech company. We're experiencing rapid growth and have already garnered prestigious accolades, including "Best of Innovation" at CES 2022 and "Best of Show" at the Kitchen and Bath Show (KBIS) 2022. Our groundbreaking technology enables users to enjoy showers with 80% less water and up to 80% energy savings while delivering twice the flow rate.

We're seeking a dynamic Business Development Manager to join our passionate, intellectual, and intuitive team. The ideal candidate must reside in **Kelowna, British Columbia**, or **Toronto, Ontario** and have the ability to travel to trade shows, and customer visits as needed (approx. 10% - 30%)

What you'll be doing:

- Developing a comprehensive sales strategy in collaboration with the CEO.
- Building and maintaining an active, engaged sales pipeline, tracking progress, and reporting using a CRM.
- Identifying opportunities to continuously generate and increase revenue.
- Collaborating closely with RainStick's Product Support Manager to source high-quality leads.
- Expanding the sales pipeline through active demand generation and targeted campaigns.
- Cultivating long-lasting relationships with B2B RainStick suppliers and partners based on trust, respect, and integrity.
- Coordinating with the RainStick team on pilot showcase opportunities and re-engaging partners post-pilot.
- Managing multiple daily customer calls, in-person and virtual meetings, and presentations.
- Working alongside our marketing and engineering teams to develop relevant content for customers and partners.
- Strategically and creatively cultivating new relationships, innovating within our industry, and creating value for our customers.
- Maintaining existing relationships and business.
- Reporting weekly, monthly, and annually on closed revenue and associated opportunities.

Skills/Requirements:

- Bachelor's degree preferred, ideally in Business Administration or Marketing.
- Minimum of 5 years of sales experience, with a strong background in business development strategy.
- Experience in the building and/or smart home space.
- Ability to effectively communicate how RainStick works, in both technical and non-technical terms.
- Proven B2B sales experience, including comfort with in-person sales roles and proactive outreach.
- Excellent written and oral communication skills, capable of engaging with all levels of management and external contacts.
- Proficiency with CRM systems is essential.
- Eagerness to learn and grow within the company.

If you are interested or know someone who is, please apply in confidence with a cover letter and resume and tell us why you are the right fit for this role. We appreciate the interest of all applicants, however, only those under consideration will be contacted.

We are an equal opportunity employer, committed to inclusion and diversity and welcome all applicants including but not limited to: Indigenous peoples, visible minorities, all religions and ethnicities, persons with disabilities, LGBTQIA2S+ persons, and all others who may contribute to the further diversification of ideas. If you require special accommodations at any stage of the recruitment process, please indicate this in your cover letter.

Education & Experience

Must Have

Educational Requirements

Compensation & Other Benefits
