

**Business Development  
Representative**



Phone :

Web :

**Job Summary**

---

Vacancy :

Deadline : Oct 06, 2024

Published : Sep 06, 2024

Employment Status : Full Time

Experience : Any

Salary :

Gender : Any

Career Level : Any

Qualification :

## Job Description

---

### About the Company

Makeship exists to empower influencers, creators, and brands of all sizes to develop and launch limited-edition products that matter to their fans. Leveraging our design, manufacturing, and marketing expertise, we work with our partners to bring their products to life through our community-powered crowd-funding platform. Each product is given a window of 21 days to be funded by the community before we produce and ship to fans worldwide. We put our brand behind every product and guarantee quality and ethical sourcing. We're profitable, have grown the team from 2 to 70 people in 4 years, and we're growing at an average annual growth rate of 200%+.

### About the Role

As a member of the team, you'll play a huge role in shaping our culture, our process, and the future of Makeship. In this role, you will have the opportunity to meaningfully impact our company by soliciting interest from up-and-coming entertainment brands and internet personalities.

We want this to be the best work experience of your life, so we'll pay you well, offer great benefits, invest deeply in your growth, and welcome you with our branded swag.

### What We Are Looking For

We are looking for a **Business Development Representative** who'll play a key role in helping us identify and partner with content creators and brands that are ideal fits for Makeship's core service offering, helping to drive our top-of-funnel business outreach. We are looking for a passionate, self-aware, and self-motivated individual, who spends their time immersed in internet culture or playing video games. As a **Business Development Representative**, you'll target content creators or brands and initiate the relationship before they join our platform. You will also be joining one of Canada's fastest-growing start-up companies!

### Your Key Responsibilities

- Find potential clients utilizing sourcing methodologies and platforms as outlined
- Target and communicate with creators or brands to establish relationships that lead to launching product campaigns
- Learn, and follow Makeship's sales processes and identify areas for improvement
- Evaluate and follow up on our existing pipeline of opportunities
- Work with our full-time partnerships team to help them with various prospecting and outreach tasks

### What You Bring

- An interest in the content creation and/or gaming space
- You take ownership of your work and view it as more than a job
- Extraordinary listening, communication, and organizational skills
- Creative problem-solving skills

### Bonus

- Have previously held positions in sales and/or a Business Development Rep
- Have experience with social media and/or marketing
- Have experience with a CRM (preferably Hubspot)
- An undergraduate degree in fields related to business

### Benefits & Perks

- Work remotely anywhere in Canada and/or access any of our hubs
- Health and dental benefits from day 1
- 4 weeks of paid vacation (including paid time off on your birthday)
- Additional 1 week of paid time off during the holidays
- Monthly phone allowance
- \$400 home office setup allowance
- RRSP Matching Program
- Pregnancy and Parental Leave Top-up Program
- Education Assistance Program
- Employee Referral Program

Salary Band: \$55-65k CAD per annum. Individual salaries will be dependent on unique skills, experience and qualifications.

At Makeship we are committed to fostering an environment that welcomes people of all backgrounds, experiences, and identities. We are passionate about building an equitable and inclusive culture for our unique and diverse team of employees which makes us Makeship. As an equal opportunity employer, we value and embrace everyone's opinions and differences, and actively seek new Makeshipers who will work respectfully with our team, propelling our company and the community forward. If there are any accommodations we can provide to make your interview experience more accessible and inclusive, please let us know in your application.

[APPLY](#)

**Education & Experience**

---

**Must Have**

---

**Educational Requirements**

---

**Compensation & Other Benefits**

---