

Position: Business Development Manager, B2B

Location: Toronto

Job Type: Full-Time Position

Hours: Monday to Friday 8:00 AM to 4:30 PM

Our company is positioned for growth and we want your talent to reach our goal: strategic customers, and increased market share in medium and large B2B segments. The market for translation services is expected to reach \$37 billion in 2018 according to a report by IbisWorld, so there are opportunities.

We are looking for a Business Development Manager who has a hunter mentality and will consistently meet new account generation goals. The candidate's primary responsibility is to achieve new sales results for our translation and interpreting services.

As a Business Development Manager at All Languages, you will

- Achieve lead generation, prospecting and other sales management goals designed to build an optimal sales pipeline
- Focus on achieving monthly, quarterly and annual sales and gross profit targets
- Work with marketing to plan and execute lead generation campaigns
- Identify sales support requirements and work with marketing to develop and improve sales tools
- Prospect for potential clients using various direct methods such as cold calling, face-to-face meetings and indirect methods such as networking
- Develop professional proposals offering compelling solutions
- Follow proposals through decision-making and purchasing process to closure
- Develop strong, long-term relationships with clients
- Document all correspondence in CRM (mandatory)

Qualifications

- Strong hunter profile with a proven track record of consistent over-achievement of client acquisition and sales revenue targets
- The ability to uncover client needs and propose solutions to close new business opportunities and meet new revenue targets on an on-going basis
- Strong analytical, negotiation, writing, speaking and presentation skills
- Highly motivated and independent, a hunter with a strong drive to succeed
- The motivation to work in a fast-paced environment where each day is a new challenge
- High level of organizational skills
- Some knowledge in translation and interpretation is an asset; we will train you for success
- Security clearance and/or are eligible to receive it
- A valid driver's license and access to a personal vehicle
- Post-secondary education
- 10+ years of relevant experience

What we offer to our Business Development Manager

- There is no cap to the amount of money you can earn
- Comprehensive benefit coverage
- Training to acquire in-depth knowledge of company services, competitive information and trends

About All Languages Ltd.

All Languages Ltd is a leader in the language services industry which is larger than the cosmetic industry. We currently have over 30 full-time employees and work with over 1,900 freelancers. We serve over 3,500 active clients spanning all industries, government, institutions, agencies, charities and non-profit organizations.

The company strives to maintain a collaborative work environment and encourages input. It also does its best to give employees an environment where they can thrive and move their career forward. On occasion, there is an office dog that is friendly, hypoallergenic and likes treats.

How to apply

Please forward your CV and cover letter to Recruiting@AllLanguages.com and include in your e-mail the subject line "Business Development Manager, B2B". We appreciate all submissions; however, only shortlisted candidates will be contacted.