



POSITION TITLE: Business Development Representative

SALARY: Base + Commission

DATE POSTED: Friday, November 6, 2020

START DATE: As soon as possible

OFFICE LOCATION: Downtown, Toronto

DEADLINE TO APPLY: November 15, 2020

HOW TO APPLY:

Send your cover letter and resume to hr@jsferraro.com and complete our online behavioural assessment.

WHAT WE'RE LOOKING FOR:

We're looking for a Business Development Representative who's going to bring their unwavering drive, charismatic personality, and upbeat energy to help us knock things out of the park. The Business Development Representative will be responsible for the maintenance of sales funnel support tools, list development, qualifying leads, managing the lead conversion process, and supporting the Client onboarding experience, among other tasks.

Having a passion for relationship building and customer experience, alongside a familiarity with sales principles, is important to make an impact on this result driven team. With uncapped earning potential, you must be excited by the opportunity to eat what you kill.

WHAT YOU'LL NEED:

- ✓ At least two (2) years of sales or customer service experience
- ✓ A driven, hunter mentality; a self-starter who can work independently, with a strong work ethic
- ✓ Strong telephone presence with exceptional communication skills; comfortable cold calling and speaking to people whether they be prospects, leads, or clients
- ✓ Keen organizational skills to manage the prospect pipeline and your workflow
- ✓ A willingness to follow established processes with an aptitude to make recommend improvements
- ✓ Ability to develop and maintain relationships; manage multiple stakeholders at once

WHO YOU'LL WORK WITH:

In your role, you will work as a member of the Marketing and Customer Experience team, reporting to the Marketing Manager.

As a member of the Marketing and Customer Experience team, you will be responsible for the maintenance of sales funnel support tools, list development, qualifying leads, managing the lead conversion process, and supporting the Client onboarding experience, among other tasks.

HOW WE MEASURE SUCCESS:

While individual KPIs will be communicated to you by your manager, our business evaluates success under the 5 main areas:



Innovation



Performance and Culture



Image and Growth



Operational Efficiency



Financial Excellence

COMPANY DESCRIPTION:

J.S. Ferraro is a major niche distributor of fresh beef and pork protein, providing peace of mind to mid-to-large retailers and processors across the Americas. We provide clients with superior market insight to help them make informed decisions about their meat purchases, supported by our speculation expertise and well stocked inventory that we deliver just-in-time, everytime.