

Redwood Plastics and Rubber has an exciting opportunity for a dynamic, driven individual to lead our regional sales activities as **Business Development Manager (BDM)** for Vancouver Island, the Lower Mainland and Southern BC. Under the direction of the VP of Sales, the BDM will be responsible for directing the outside sales team, setting sales targets, coaching to achieve success, and identifying major market opportunities in conjunction with Market Managers to ensure growth in all product areas – including rubber, plastics and components.

The successful candidate will be responsible for achieving financial goals through identifying and developing effective business relationships with decision makers in potential and existing key accounts. Engaging with stakeholders within the organization, including the other BDMs to share successes, key initiatives and ensure the team is focused on growing the customer experience will be paramount.

Duties & Responsibilities:

- Achieve financial targets by leveraging the sales team's relationships with established customers and generating new opportunities with both new and existing customers
- Oversee existing key accounts to ensure ongoing satisfaction and retain business
- Regularly travel with the outside sales team, assist with negotiations, close deals and present new products and services that enhance our value to customers
- Handle customer concerns by clarifying information, emphasizing benefits, and working through differences to a positive conclusion
- Forecast customer's future needs and devise strategies and action plans to meet those needs
- Set, monitor and report on sales targets
- Liaise with senior management in order to determine organizational strategy and initiatives
- Stay up-to-date on the company's current product and service offerings
- Attend industry functions and provide feedback and information on emerging trends
- Consult with and present to senior management on business trends in order to develop new services, products, and distribution channels
- Identify opportunities for campaigns, services, and distribution channels that will lead to increased sales
- Use knowledge of the market and competitors to identify and develop the company's unique selling propositions and differentiators
- Ensure that data is accurately entered and managed within the company's CRM
- Other duties as assigned

Qualifications and Experience:

- Minimum of three years of sales experience in a related industry
- Postsecondary education in business, marketing, economics, or a related field an asset
- Proven understanding of the industry, products, applications and area of service an asset
- Experience selling engineering and project work required
- Proven ability to coordinate sales action plans, manage budgets and expenses
- High level of critical and logical thinking, analysis, and reasoning skills
- Excellent interpersonal, communication, and relationship management skills
- High level of integrity, confidentiality, and accountability
- A well-defined sense of diplomacy, including solid negotiation, conflict resolution, and people management skills
- Able to effectively assess customer needs, present products and solutions, and close sales
- Proven ability to independently develop new business, build repeat business and manage a sales territory
- Able to self-start and work independently
- Proficient with personal computers, MS Office Suite and CRM software

Redwood Plastics and Rubber offers competitive salary packages including a car allowance, medical and retirement benefits, an incredible work environment, and career advancement opportunities.