

## **If you have ever thought that a career outside of big corporate might be a really good fit for your free spirited personality, read on...**

### **Job Description**

We are searching for a seasoned Business Development Manager with a strong knowledge of the CPG market and expertise in retail merchandising. We want an entrepreneurial hunter with an intense competitive spirit that knows where the business is. This person thrives on meeting people, on establishing trusting relationships, and cold calling. While the ability to build and manage relationships is crucial, the ability to open doors is paramount.

We want a seasoned communicator who can deliver a solution based presentation in person, on paper, and through social media with a strong track record of successes. This position is the right fit for a driven, outgoing individual who thrives on setting and surpassing goals and meeting new people.

We expect our team to share our passion for striving for excellence. The successful applicant will be self-motivated, smart, resilient and ethical.

### **Essential Duties:**

Generate leads that will develop into a new revenue stream

Professionally conceptualize merchandising concepts that will solve the needs of our prospective customers

Manage time effectively, especially in managing customer projects from fruition to delivery

Work with various departments to achieve customer satisfaction

Exceed your sales targets

### **Minimum Requirements:**

Post-Secondary education in a Marketing / Advertising program or work related experience

Successful track record in building revenue with new customers

Proven ability to consistently achieve and exceed company sales goals

A true entrepreneur who can work independently and in a team environment

Extremely well organized and detail oriented

Comfortable working with social media to effectively network

Thrives in a fast paced, hard working environment that rewards success.

### **About our company**

## Traitech Industries Inc.

Traitech is an industry leader in the custom merchandising solutions business in Canada. From concept development through design, value engineering, prototyping, production, and logistics, Traitech leads the pack. Our through knowledge of brand marketing, retail merchandising, and store design provides us with a skills and experience base that is unparalleled in the industry.

Our 25000 square foot production facility, our highly trained staff, and our use of technology help us reduce costs and time to market. If you want to play a key role in a leading merchandising solutions company as a business development manager, call us now!

Interested?

- Write a brief cover letter explaining your interest and outlining your experience.
- Submit to [info@traitech.com](mailto:info@traitech.com)
- Exceptional applicants will be contacted. No phones calls or outside agencies please.



# TRAITECH

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***California Trays.***

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Outside The Box

