



## Job Description – Business Development Manager

Start Date: Immediate  
Compensation: Base salary plus bonus  
Location: Major Canadian City, Prefer Calgary, Toronto, Vancouver or Montreal

ERP-One Consulting is looking for a respected professional with at least 5 years of consultative sales and new business development. An expert presenter, negotiator and business person who builds strategic partnerships and gains consensus across multiple organizational levels to maximize results. Experience selling technology products and services with focus on customer needs.

## About ERP-One

We are a technical consulting firm specializing in J.D. Edwards EnterpriseOne systems. We deliver vision, leadership and confidence! We provide an industry-leading level of service and expertise to our clients, through our highly-trained, employee-based organization. We deliver vision, leadership and confidence, translated through business-oriented technical solutions that power our clients' capability to maximize their J.D. Edwards system and its potential for their business. We are: Experts in understanding our clients' business needs. Focused on pairing technical and business solutions to maximize our clients' potential. Performance-driven and solutions-oriented.

### Core Values

- It is essential that all employees exhibit a positive attitude that reflects a collaborative, current, driven to win, disciplined and customer focused approach.

### Core competencies include:

- Exceptional communication skills
- Proven record of building and executing business development plans
- Strong organizational skills
- Ability to work independently

### Experience and Education

- University degree
- Minimum 5 years of IT Sales Experience
- Successful track record in a sales capacity
- High level of business acumen required
- Must have a willingness to travel throughout North America

## **Duties and Responsibilities**

- Sales planning by region
- Business development & expansion
- Executive presentations & negotiations
- Work with marketing on new sales campaigns for new customers
- Plan and lead trade shows
- Key account relationship management
- New product launches
- Building alliances & partnerships