



Business Development Manager Mega Group Inc. – Home Office

Mega Group Inc. is Canada's largest retail buying and support group of independent furniture, appliance and consumer electronics retailers. We are dedicated to providing programs that stimulate growth and promote success. Our vision is to be the essential supplier of retail services ensuring the continued success of the Independent Home Goods retail channel in Canada. As a Platinum Member of Canada's Best Managed Companies, we serve over 700 retail members across the country with offices located in Saskatoon and Boucherville.

We are proud to provide an employee-friendly work environment, where work-life balance is a priority. We value the talents and abilities of our employees and strive for an open, flexible, cooperative, and dynamic work environment.

We are seeking a Business Development Manager based out of a home office in British Columbia. Reporting to the Sr. Director of BrandSource & Retail Services, the incumbent's primary responsibilities will be:

- Develops, maintains, and executes an effective and efficient member call/visit cycle
- Coaches and assists members with Mega programs and services to achieve their profit and sales objectives using a suite of KPIs
- Provides the front-line integration and communication for other Mega departments and ensures member feedback reaches applicable Mega departments
- Executes on individual sales goals that are aligned to the Annual Sales Plan
- Educates & implements a variety of assets to work with the member on growing their business
- Maintains territory member segmentation: by volume, market, engagement, potential, etc.
- Develops and updates prospect lists on a quarterly basis
- Seeks out and reports on retail environment and market trends; shares best practices with members and Mega internal teams

Qualifications

- Minimum three (3) years' experience in a sales position
- Degree in business, marketing, or similar post-secondary education
- Outstanding verbal and written communication skills
- Experience with CRM software and Office 365
- Experience with development and execution of KPIs and sales metrics
- General knowledge of accounting principles is essential
- Creative, effective problem-solving skills
- Must hold a valid driver's licence; Able to travel a minimum of 1-2 weeks per month

Please apply in confidence to hr@megagroup.ca

**Please note that only those candidates selected for an interview will be contacted.*