

Are you ready to be a part of something bigger? As one of Canada's Best Managed Companies, Mega Group values the talents and abilities of our employees and seeks to foster an open, cooperative, and flexible environment in which employees can thrive. Being a proudly Canadian company means we're always looking for smart, enthusiastic, and passionate team members who reflect the communities we serve. Join our team today and take pride in helping our neighbours turn their businesses into success.

Make an impact with our Sales team as a **Business Development Manager, Atlantic** in a **Home office**.

**What you will do:**

- Develop an Annual Sales Plan aligned with Mega's annual sales goals; includes specific action plans on goal achievement and how to grow the territory.
- Maintain effective and professional communication with internal and external stakeholders.
- Complete and maintain territory member segmentation, defining retailers in territory by volume, market, member engagement, member potential and other touch points.
- Develop and update prospect lists for all programs offered on a quarterly basis.
- Identify retailer needs and new opportunities to help set direction for the organization and communicate these needs appropriately.
- Report on competitive information from the field and how it may affect Mega.
- Develop, maintain, and execute an effective and efficient member call cycle within the territory.
- Coach and assist targeted members with tools and services provided by Mega to achieve their profit and sales objectives.
- Provide the front-line integration and communication for all Mega departments and feedback from the field to various Mega departments.
- Using a standard suite of KPI's for Mega members, identifies opportunities, and work with retailers to improve upon these KPI's.
- Become proficient in the SPIN selling sales process and use it in the BDM sales function.???
- Maintain a current awareness of the retail environment and communicate current events to retailers and Mega.
- Continuously shares best practices with members and colleagues.

**Who you offer:**

- Minimum 5 years' experience in a sales position
- Post-secondary education in a related field is an asset
- Bilingualism (French/English) is required
- Excellent communication skills, both written and verbal
- Intermediate knowledge of Microsoft Office 365, specifically Word, PowerPoint and Teams
- Experience using a Customer Relationship Management (CRM) system is an asset
- Understanding of basic accounting principles/documents such as balance sheets, income statements, budgets, etc.
- Must have valid driver's licence and reliable vehicle and be able to travel 1-2 weeks per month or as required

**What we offer:**

- Health and Dental coverage
- Health Care Spending Account
- Lifestyle Account

- Gainshare
- RRSP Plan
- Employee Assistance Program
- Social and charity committees
- Hybrid work possibilities
- Healthy work-life balance
- Positive company culture
- Training and development opportunities
- The personal fulfillment of supporting local businesses

**Who we are:**

Making independent retailers stronger is not just a tagline, it is our entire reason for being. For more than 55 years, Mega Group has provided a competitive edge to like-minded Canadian independent home goods retailers by providing programs and services that save them time and money. Entirely member-owned, Mega Group provides the combined expertise and scale in the areas of Retail financial support, Digital business, and Business Fundamentals that our members cannot easily access or afford on their own.

**Want to learn more? Check out our [website](#) and follow us on [Facebook](#).**

*Our goal is to support local businesses. We believe the best way to do that is by building a team with various backgrounds, cultures, and perspectives to help make our vision a reality. Diversity and inclusion fuel our innovative solutions and unite us with our members and the communities we serve. We have a nationwide, multicultural, and diverse member base - we want to reflect that inside our walls.*