

# **BUSINESS DEVELOPMENT MANAGER - CANADA**

A leading supplier of specialty wood products throughout North America is recruiting a Business Development Manager – Canada as part of their ambitious growth plans.

This role is ideal for someone who thrives on building relationships, uncovering new opportunities and prepared to think outside the box. You will have a pivotal role in driving growth by developing new business and expanding existing accounts across your designated region.

Ideally you will have a ‘hunter’ mentality – confident, proactive and motivated to take initiative in a competitive fast-moving environment. This is a high-impact role with lots of autonomy. Success will be your ability to grow revenue and bring in new opportunities that align with long-term strategy.

## **Key Responsibilities**

- Proactively identify and pursue new business opportunities across Canada, traveling frequently to engage directly with customers and prospects.
- Cultivate strong relationships with key stakeholders in both new and existing accounts, acting as a trusted advisor and solution provider.
- Understand client needs and challenges to propose tailored solutions from our diverse product line.
- Maintain a deep understanding of the competitive landscape and emerging market trends to inform your approach.
- Collaborate closely with internal teams (Sales, Operations, Procurement) to ensure smooth execution of customer programs.
- Monitor KPIs and sales performance, adjusting strategies based on data insights and customer feedback.
- Prepare and deliver compelling presentations, reports, and proposals to support business development initiatives.

## **What You Bring**

- A bachelor's degree in Business, Marketing, or a related field.
- Minimum 5 years of experience in a business development or sales role, preferably in B2B distribution or a related industry.
- Proven track record of identifying opportunities, closing deals, and exceeding targets.
- Strong interpersonal and communication skills – you know how to open doors and build long-term partnerships.
- A self-starter attitude with the confidence to try new approaches and adapt quickly.
- Willingness to travel up to 50% across Canada to meet with clients and prospects.
- Proficiency in MS Office; CRM experience is a plus.

## **The Company**

- You will be part of a high-growth company with a strong reputation and entrepreneurial spirit.
- Work in a supportive, energetic environment where ideas are encouraged and success is recognized.
- Competitive compensation package, including performance-based incentives.
- Comprehensive benefits and career advancement opportunities.

## **Location**

While residence in the Greater Vancouver region will be ideal, the incumbent may reside in any Canadian location.

Interested persons should forward resumes or for further information, please contact:



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