



You are Driven.
You are Passionate.
Join Our Team!

DelSuites Inc
BUSINESS DEVELOPMENT EXECUTIVE
DelSuites.com

Who We Are:

As part of the Tridel Group of Companies, DelSuites has become the largest furnished accommodation provider in Toronto since 1998 with over 400 fully-furnished accommodations across the GTA.

Our Sales Process:

We want to make an impact on our clients, to work alongside them to help achieve their outcomes and be part of their success. Our sales purpose is "to provide accommodation solutions to our corporate clients through our branded product and high level of customer service that results in trust and repeat business from our clients and a remarkable, memorable experience for guests."

Available Position – Full-Time, Permanent

Job Functions: Outside Sales, Customer Service/Management
Salary: Base Salary + Commission

You are qualified because you have:

- ▶ Exceptional communications and presentation skills in terms of the ability to listen, negotiate, convince, sell and influence prospects.
- ▶ Comfortable with making outside sales calls, face-to-face meetings and social media networking, in order to build a professional network & bring new opportunities to DelSuites.
- ▶ A results-oriented and highly self-motivated mindset achieving sales targets and revenue goals.
- ▶ An incredibly friendly, customer centric personality and an entrepreneurial and resourceful approach to work.
- ▶ Knowledge of sales/hospitality principles and practices or at least 1 full year of employment in a sales position.
- ▶ Access to a vehicle and have a valid Ontario Driver's License.

As a **Business Development Executive**, you will have the opportunity to work on a business plan to enter new markets, to execute and manage the plan to consistently meet & exceed revenue goals. The ideal candidate is a highly motivated self-starter, a well-organized individual who has a deep understanding of prospecting, generating direct sales and building relationships with clients.

Core Responsibilities:

- ▶ Strategize with the Manager of Sales to lead and develop a business development plan to seek prospects within targeted markets.
- ▶ Establish a qualified target list of companies and a client base by identifying the ideal customer within each market and how you will acquire that customer.
- ▶ Approach target companies to provide solutions for their accommodation needs with the goal of turning them into active producing accounts.
- ▶ Upon a successful client acquisition, facilitate a smooth internal client handoff to the Inside Sales Team.
- ▶ Work with Inside Sales Manager and a team to help fulfill client's accommodation requirements.
- ▶ Manage and maintain a qualified pipeline of contacts and keep up-to-date records in CRM.
- ▶ Collaborate with the Marketing Manager and Manager of Sales on on-going marketing & sales initiatives.
- ▶ Responsible for tracking sales activity and reporting, ensuring that leads, sales and revenue numbers are met.
- ▶ To participate in after-hours On-Call duty several times per year.

Who we are looking for: We're all about people at DelSuites. We are all stakeholders and we recognize the roles each and every one play and our collective impact on the success of the company. Our culture is based on respect, integrity and excellence, and you fit right in because you value the same.

To apply, submit your resume and cover letter in confidence to: recruiting@delsuites.com.

DelSuites is an equal opportunity employer. While we appreciate all applications, only qualified candidates will be contacted.